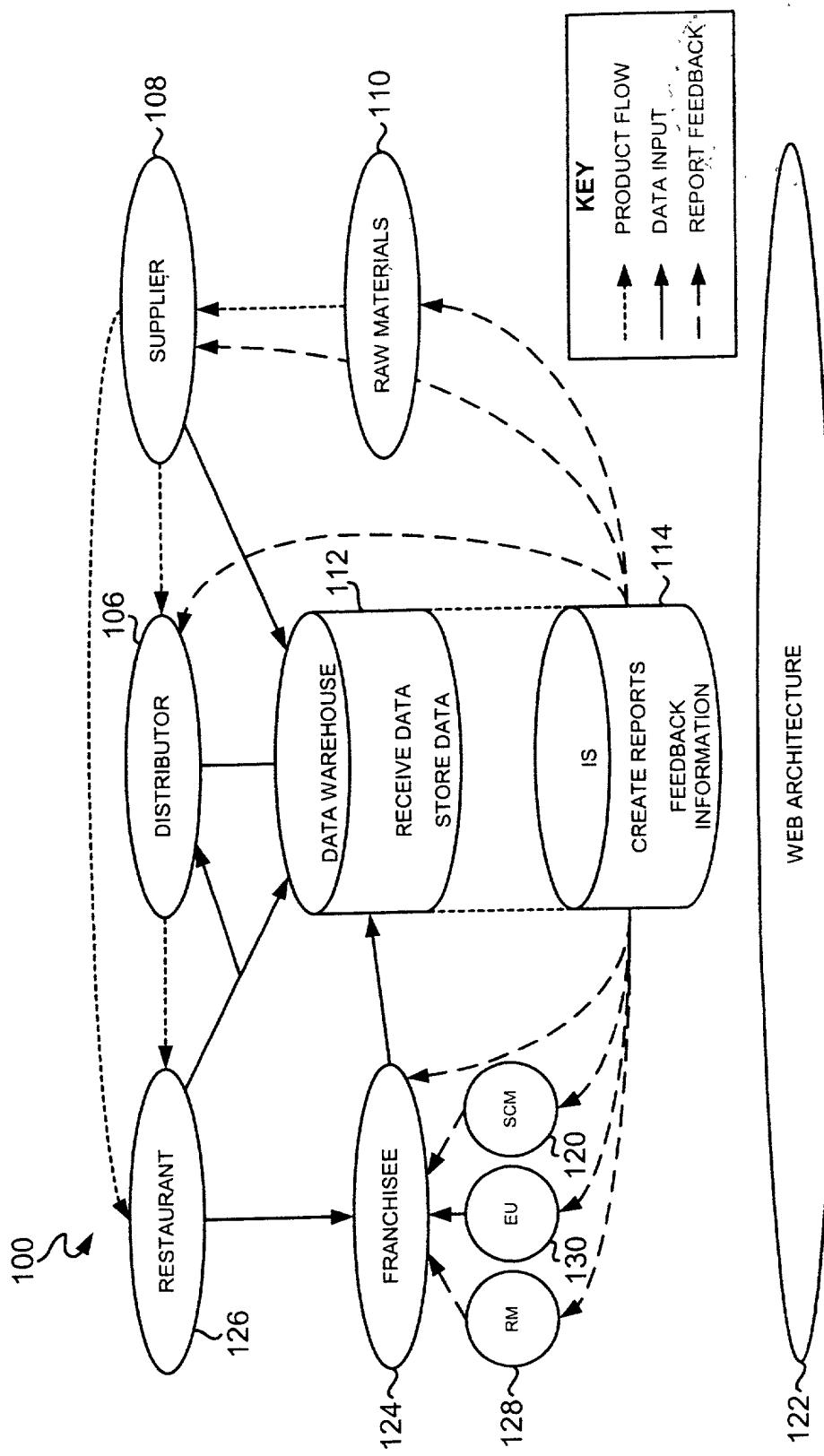
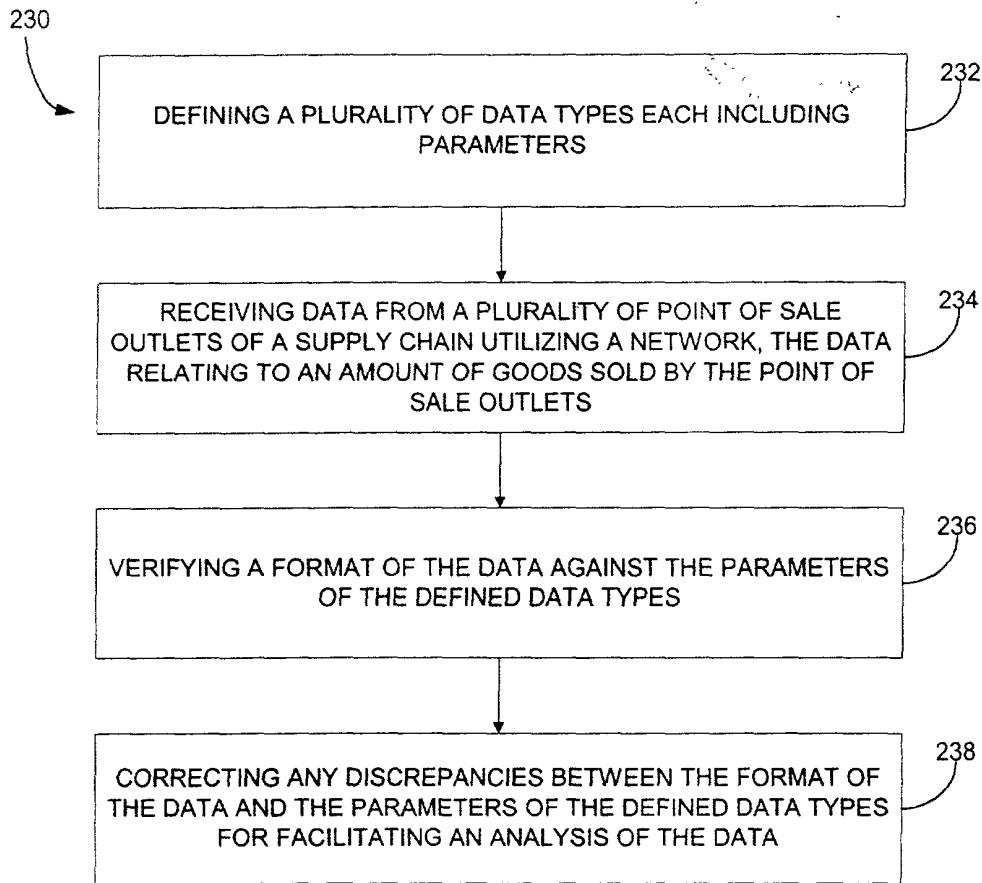


**FIG. 1A**

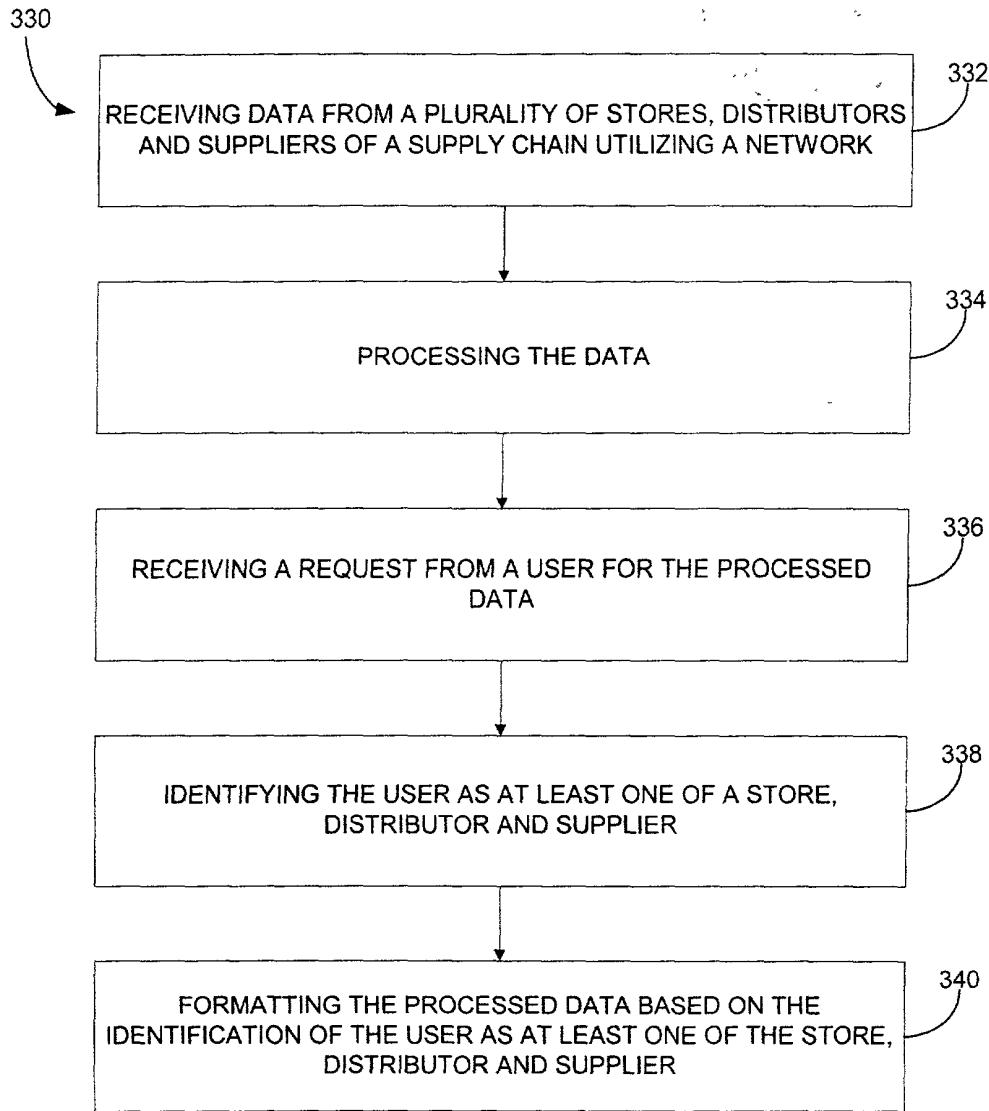


**FIG. 1B**



**FIG. 2**

7 0 0 2 0 0 0 0 0 0 0 0 0 0 0



**FIG. 3**

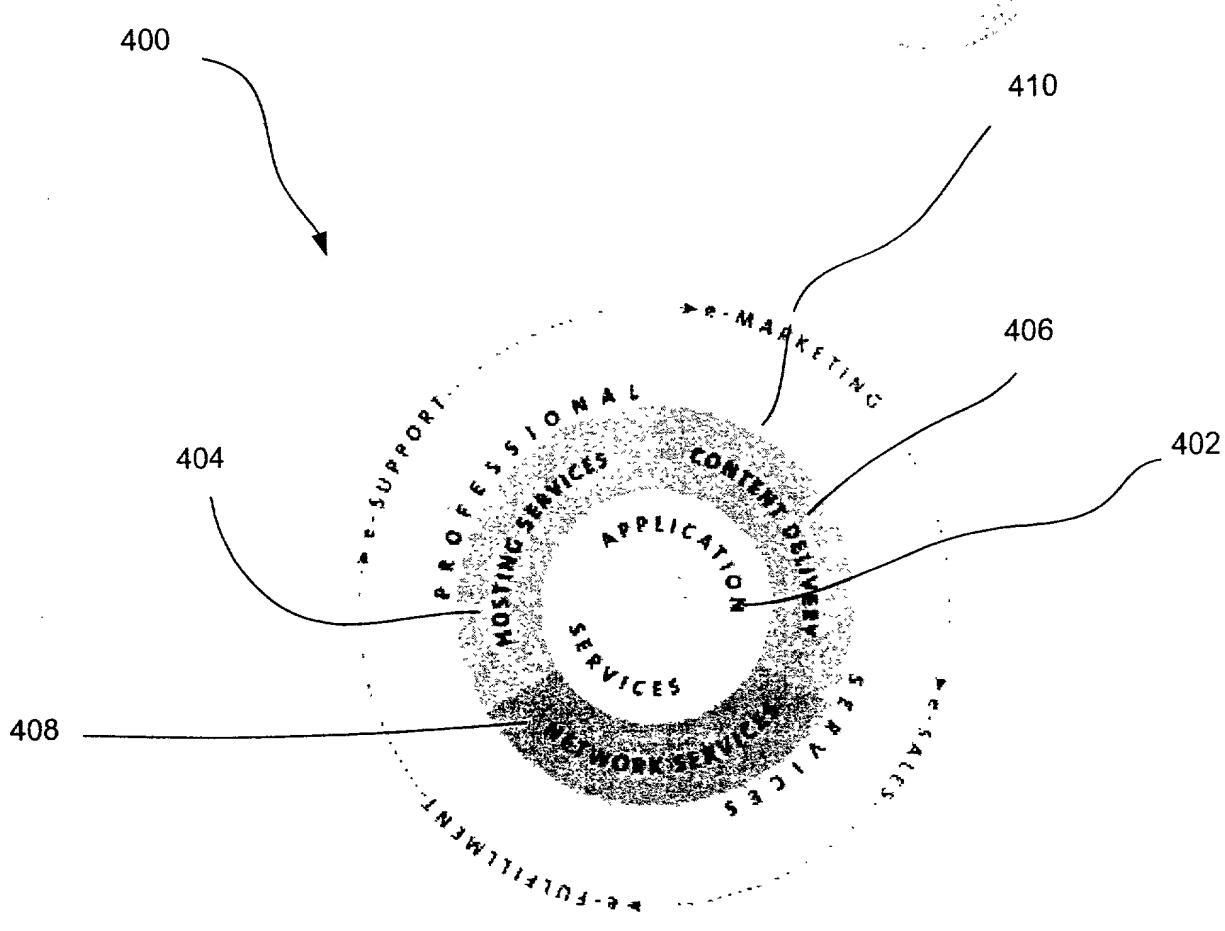
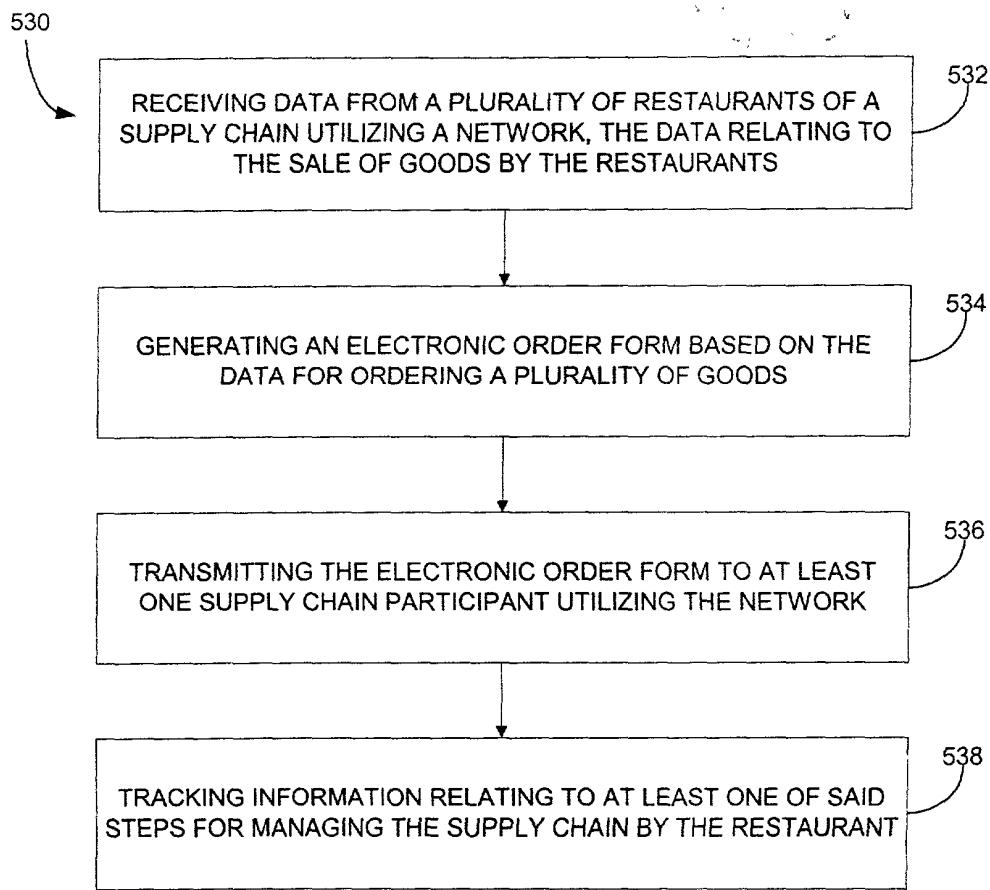
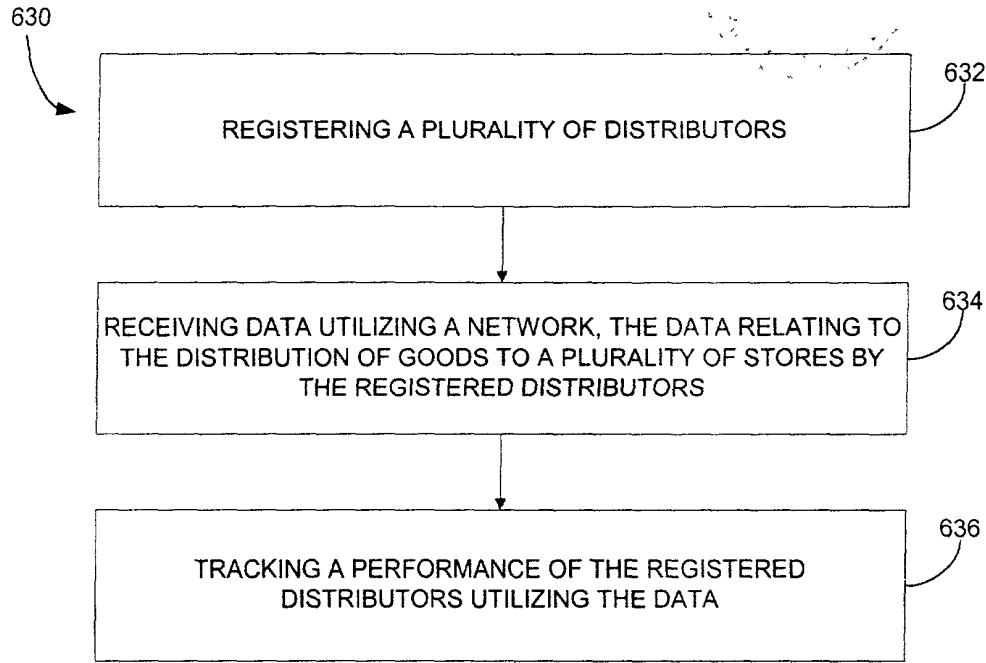


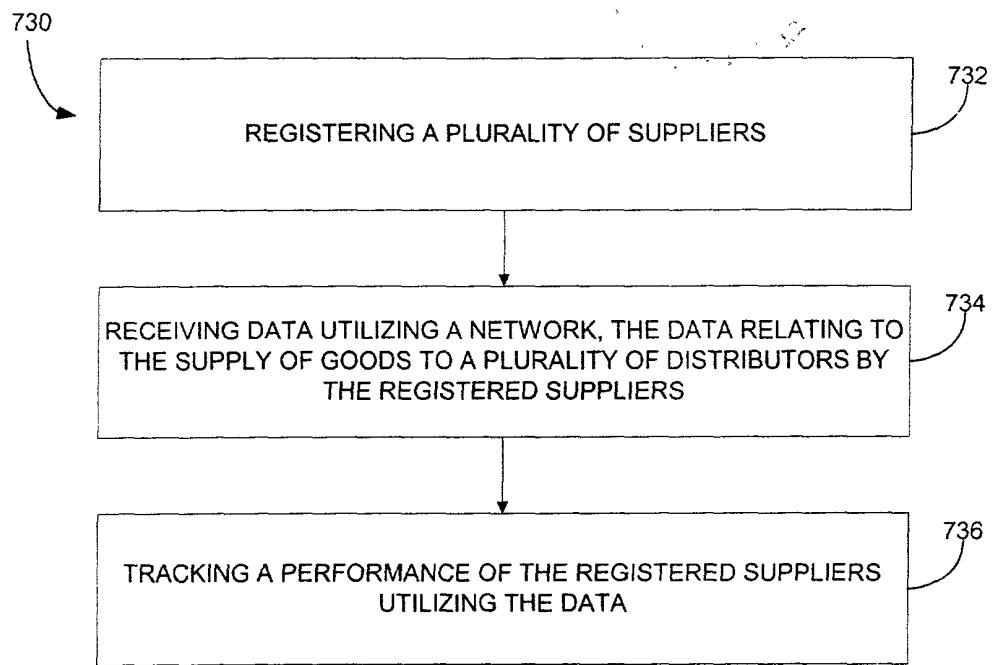
Fig. 4



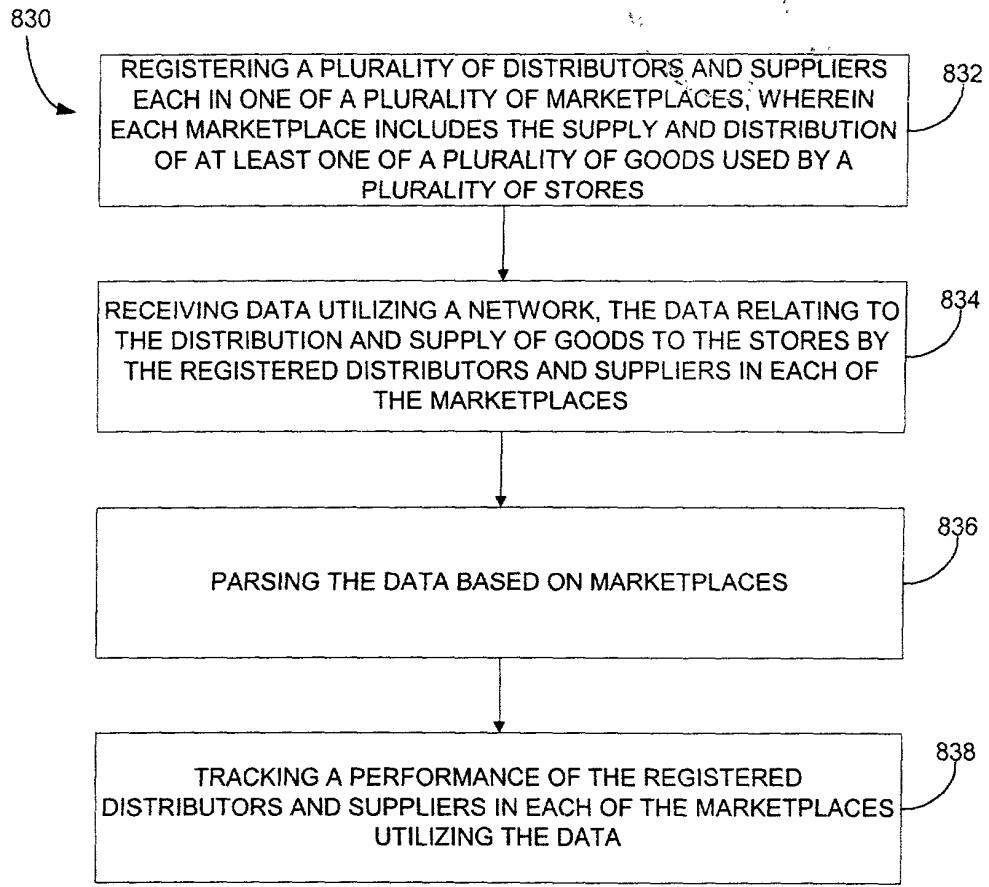
**FIG. 5**



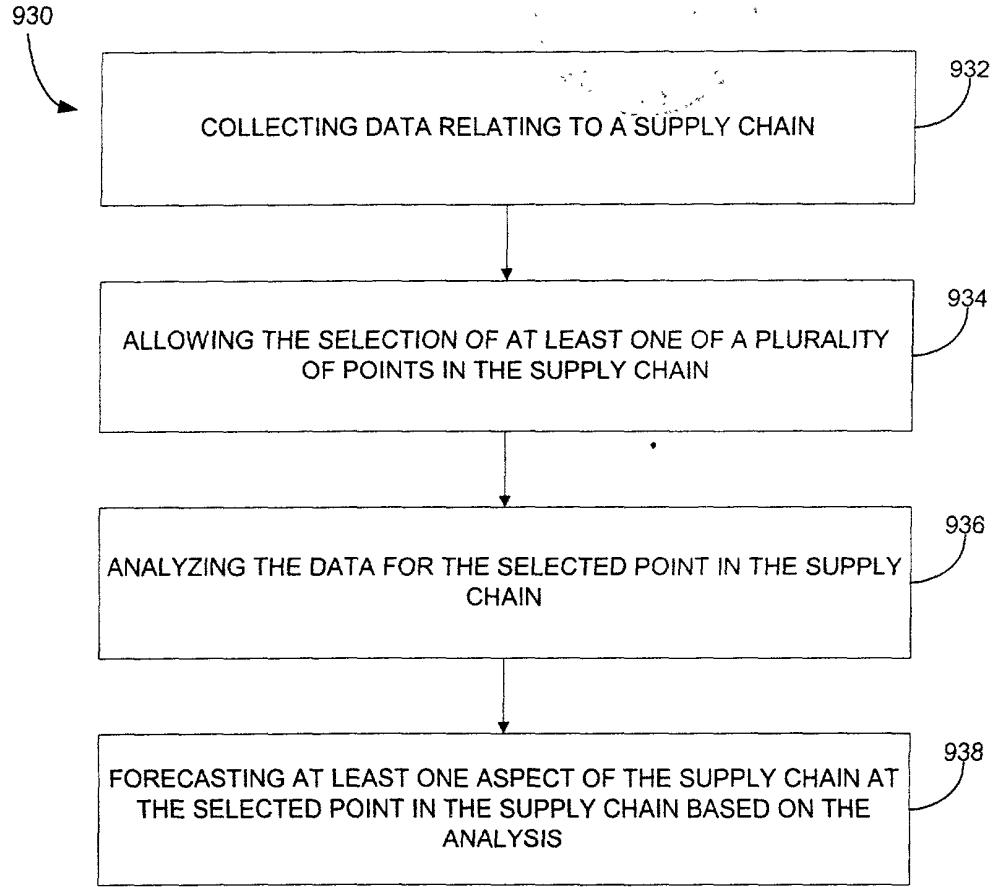
**FIG. 6**



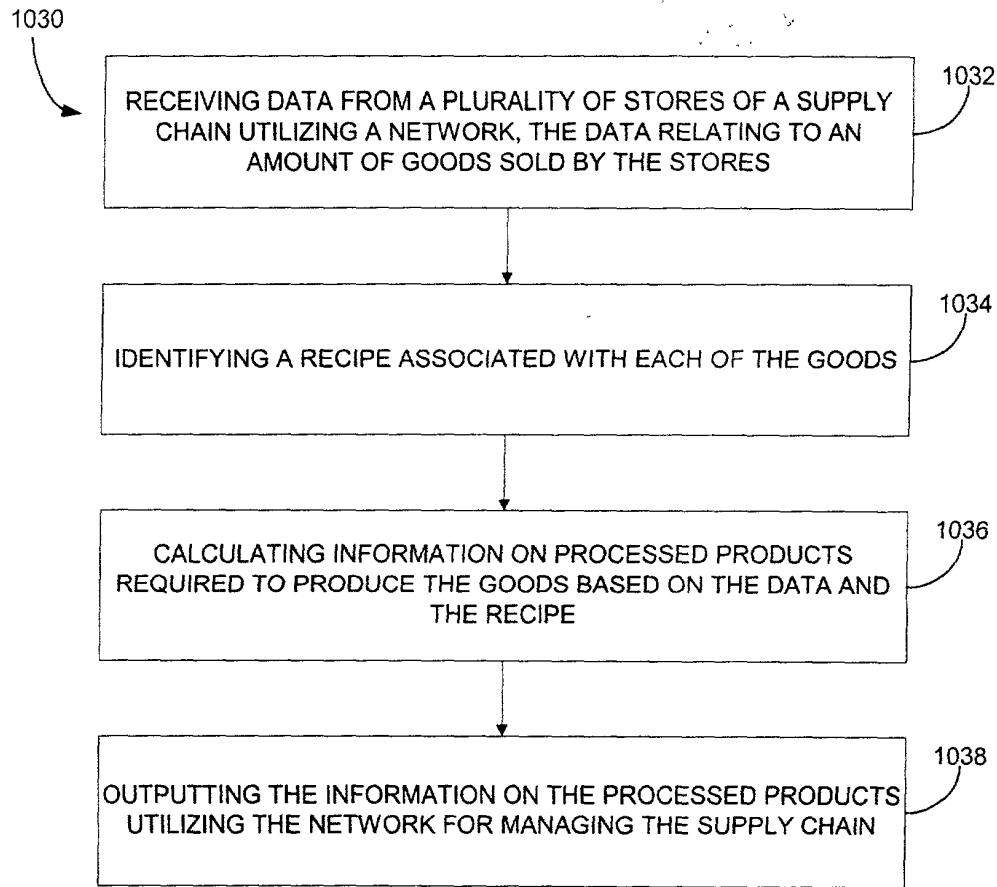
**FIG. 7**



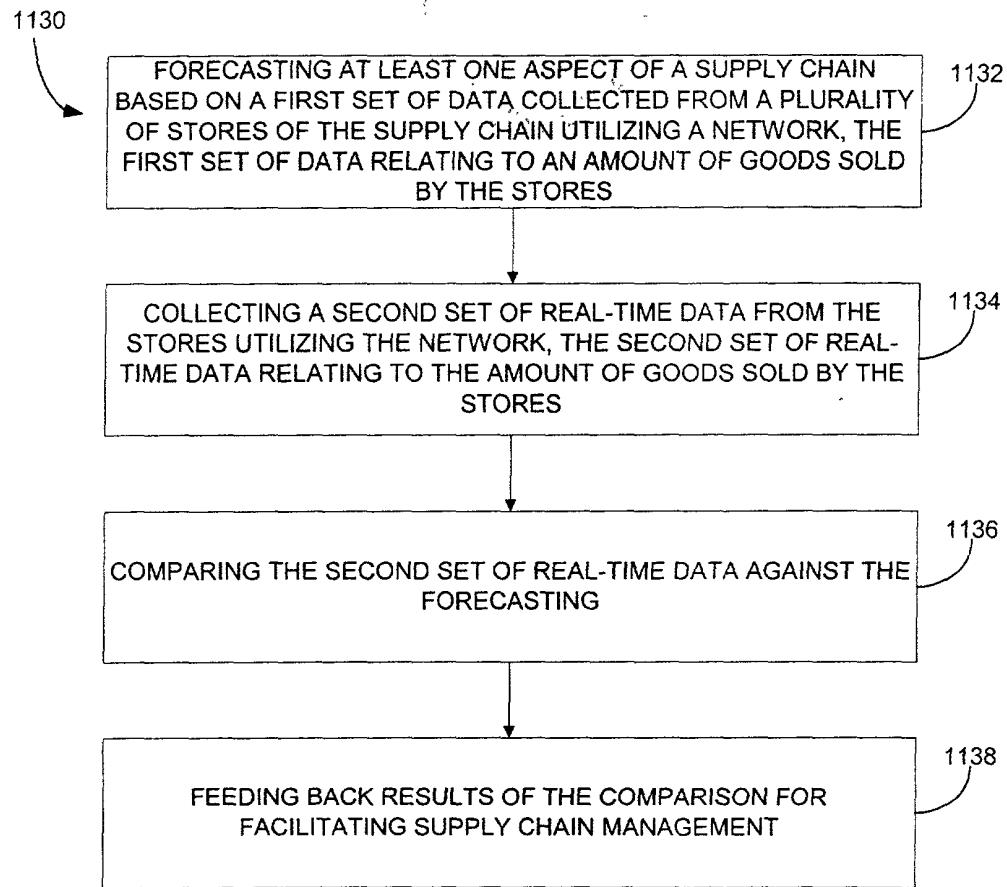
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

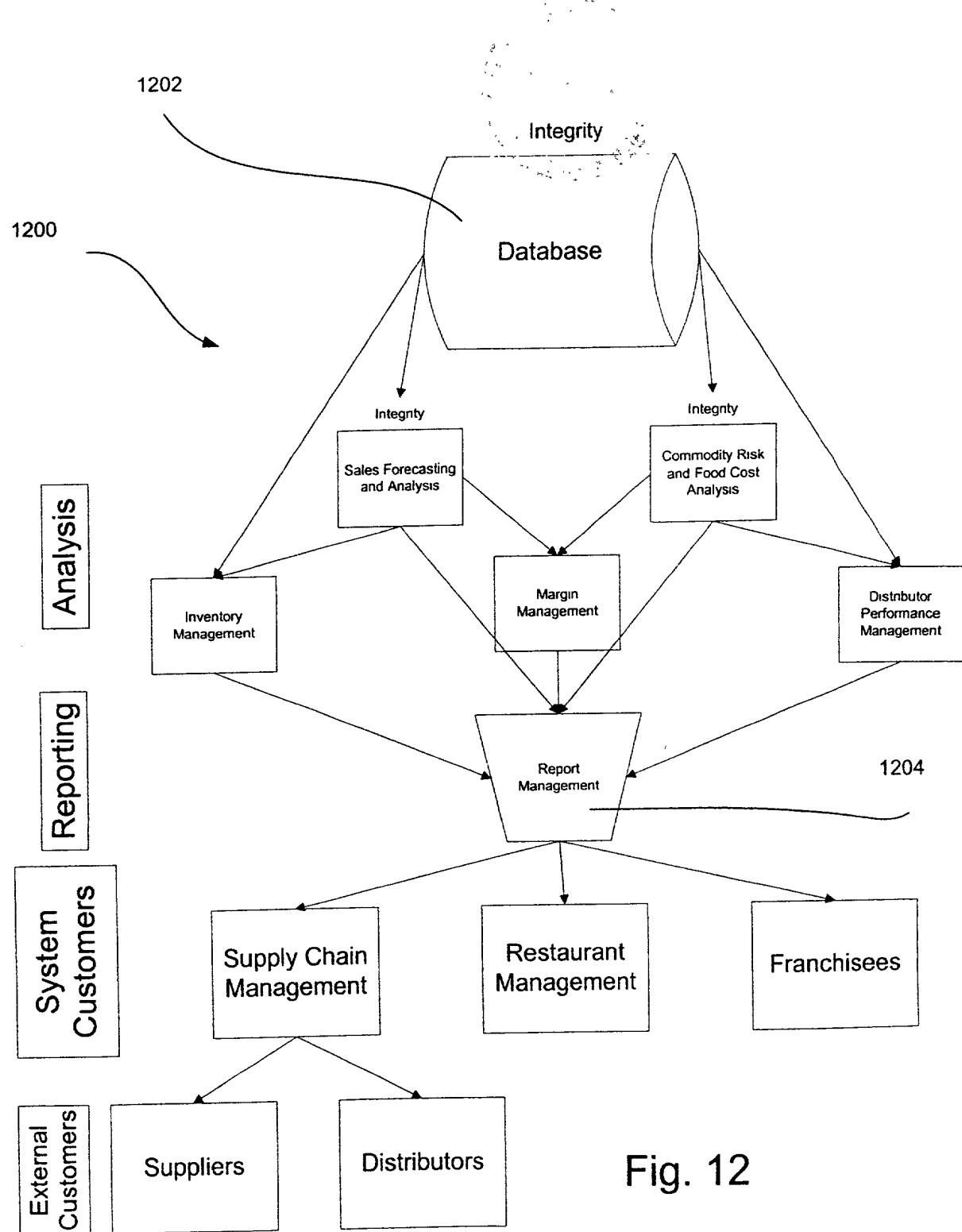
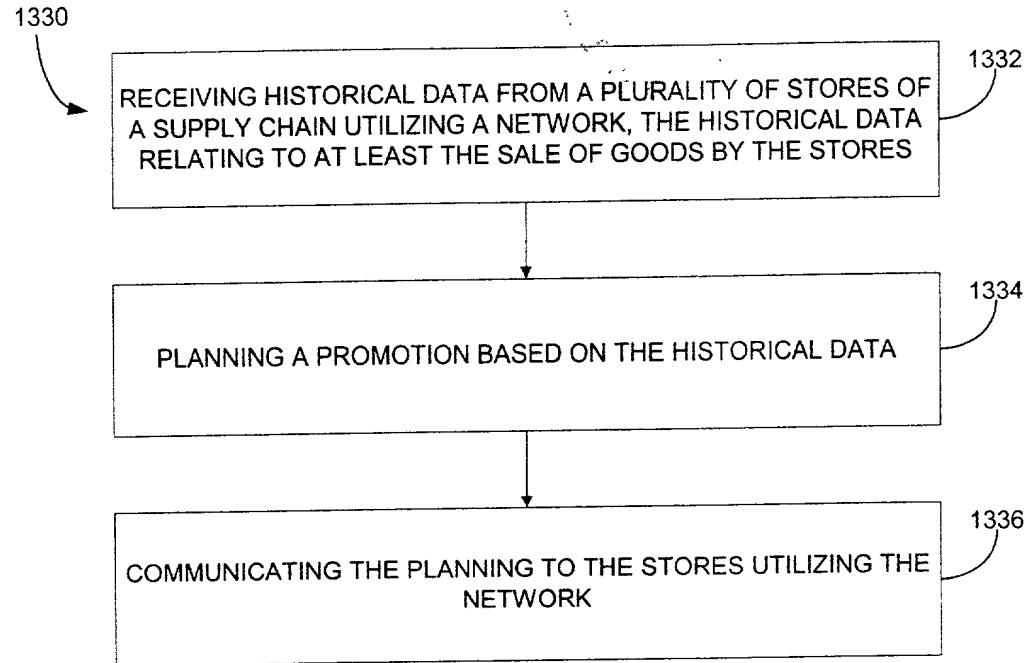
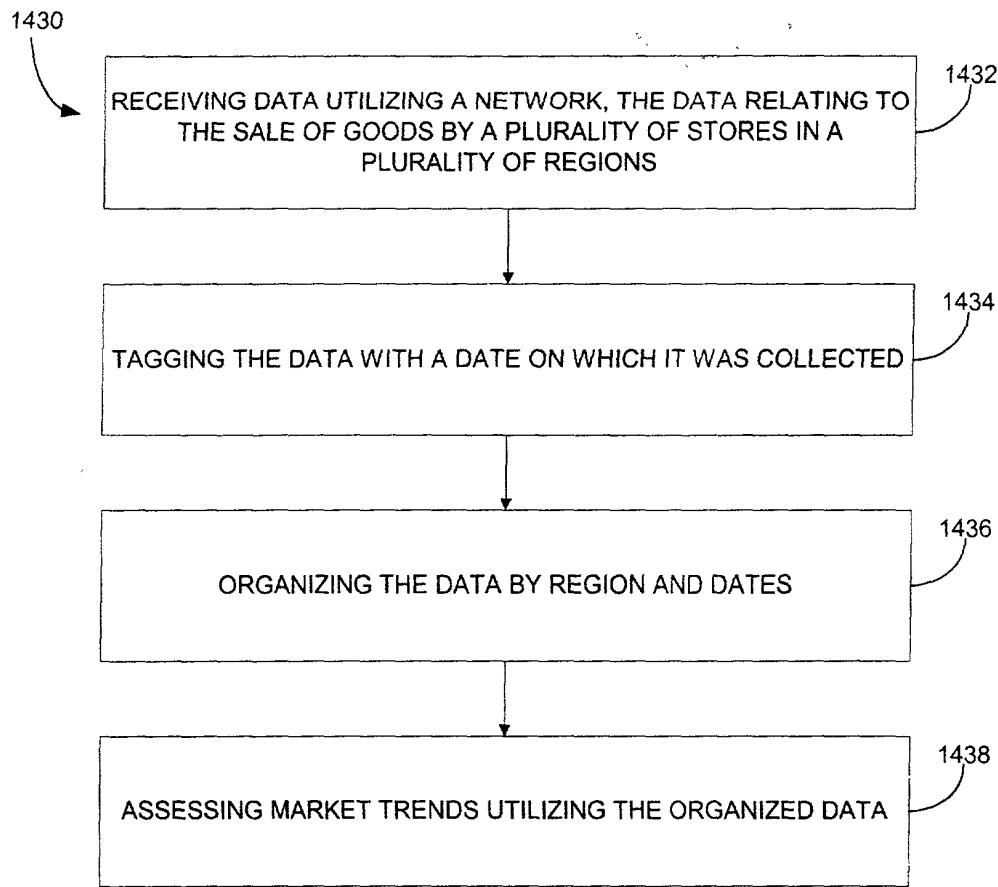


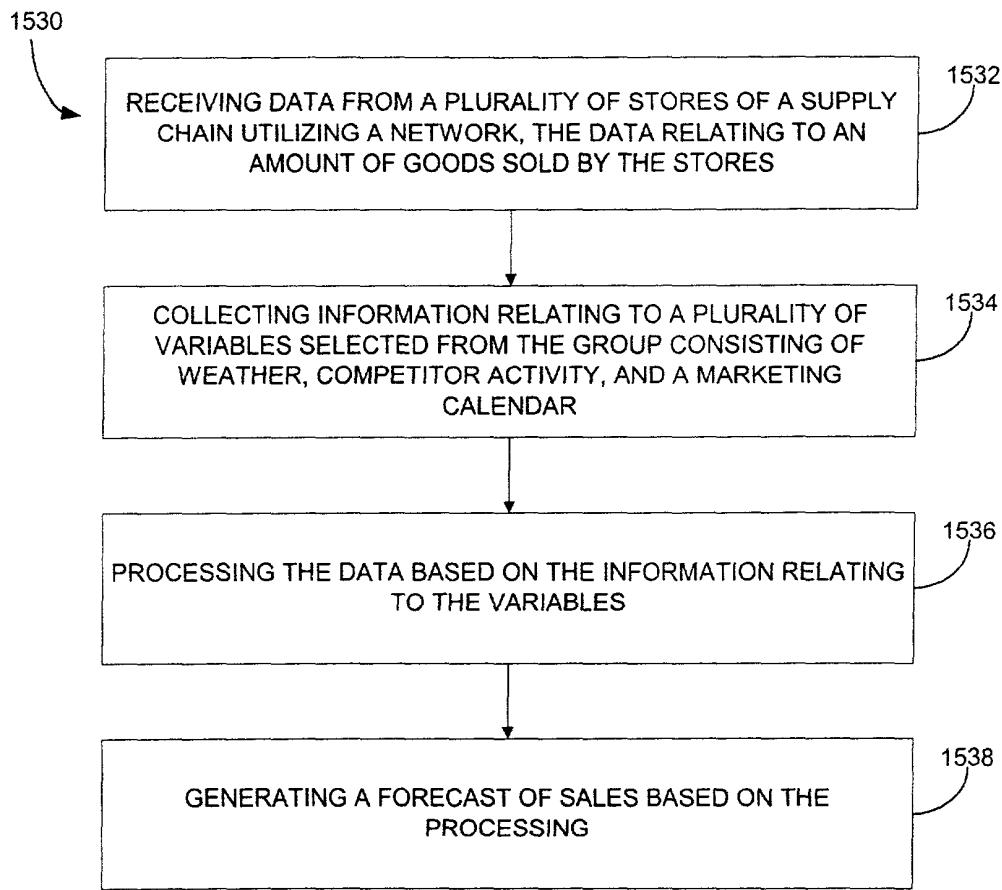
Fig. 12



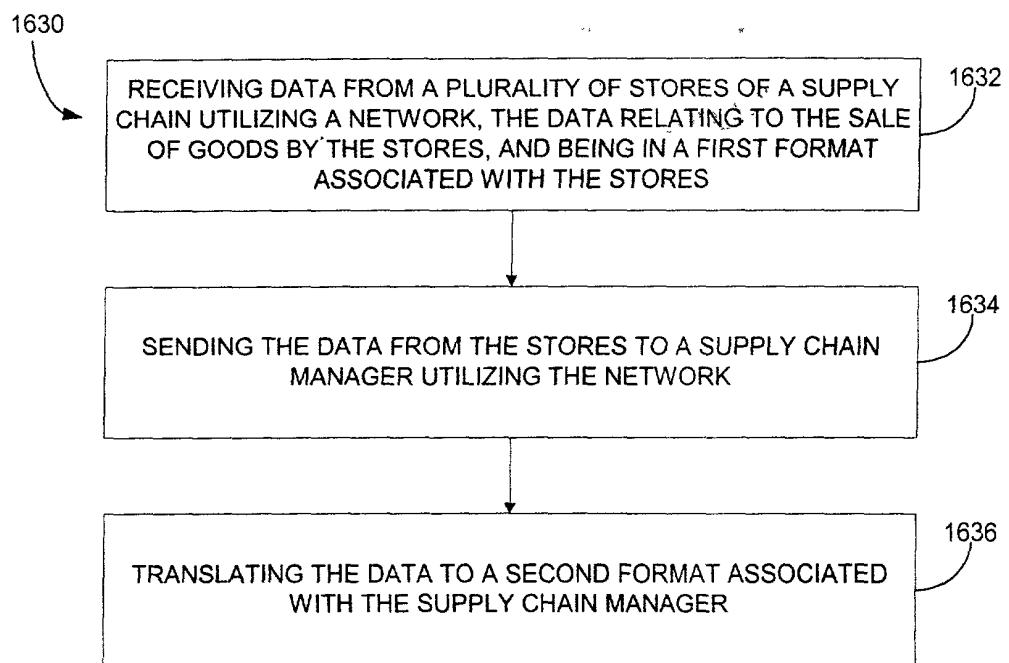
**FIG. 13**



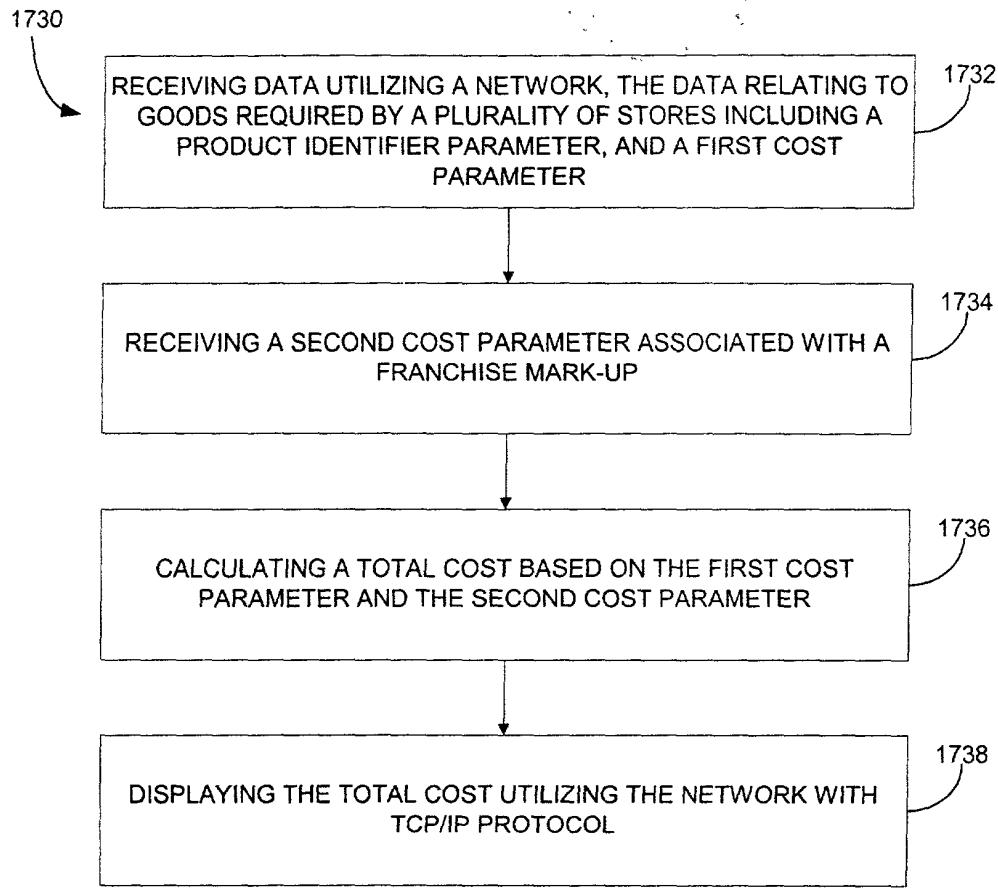
**FIG. 14**



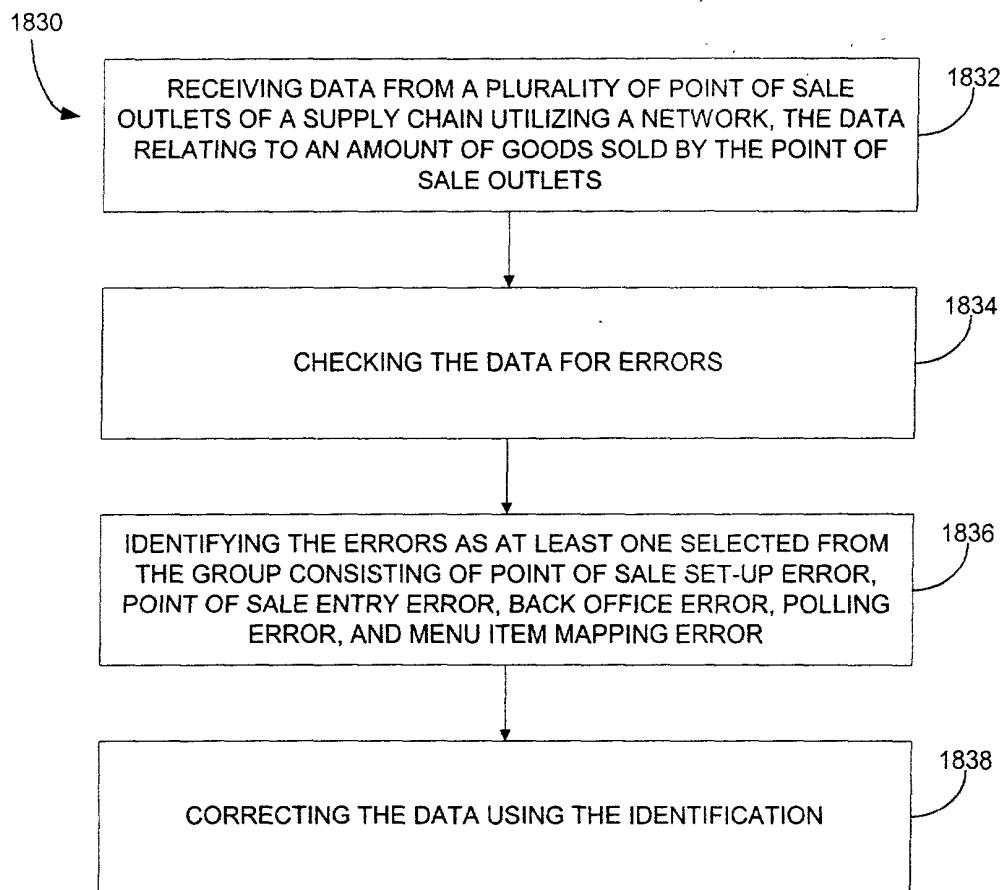
**FIG. 15**



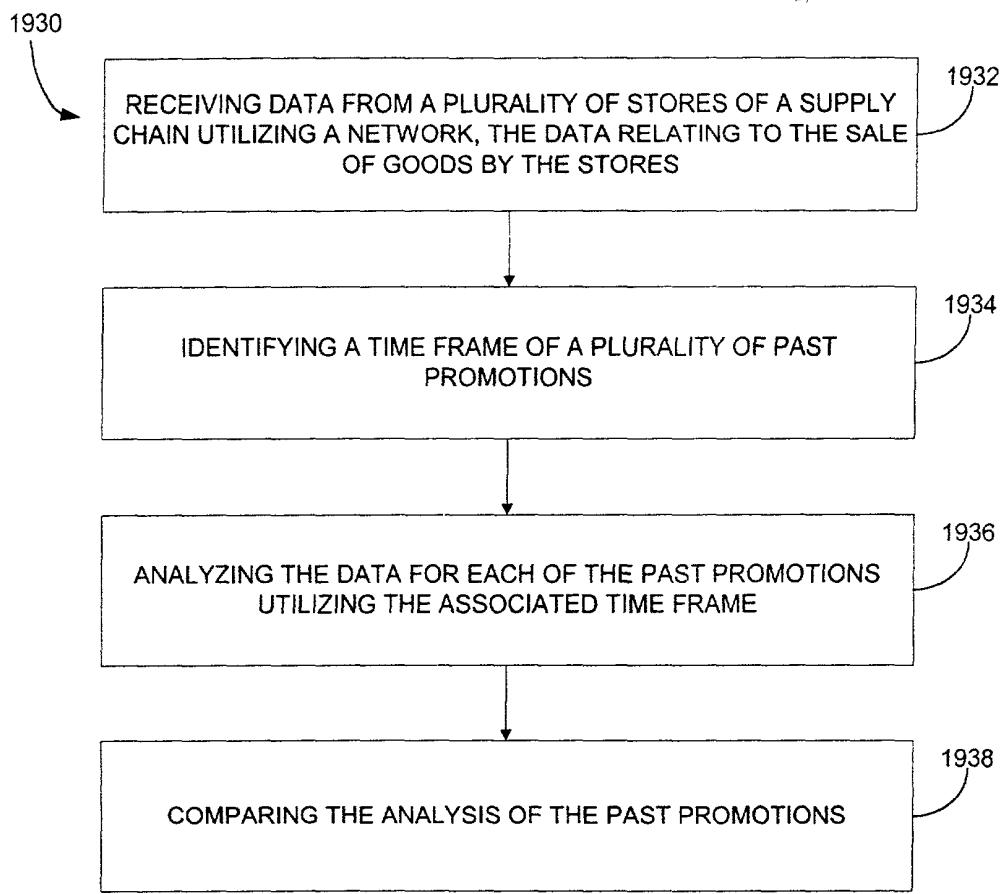
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

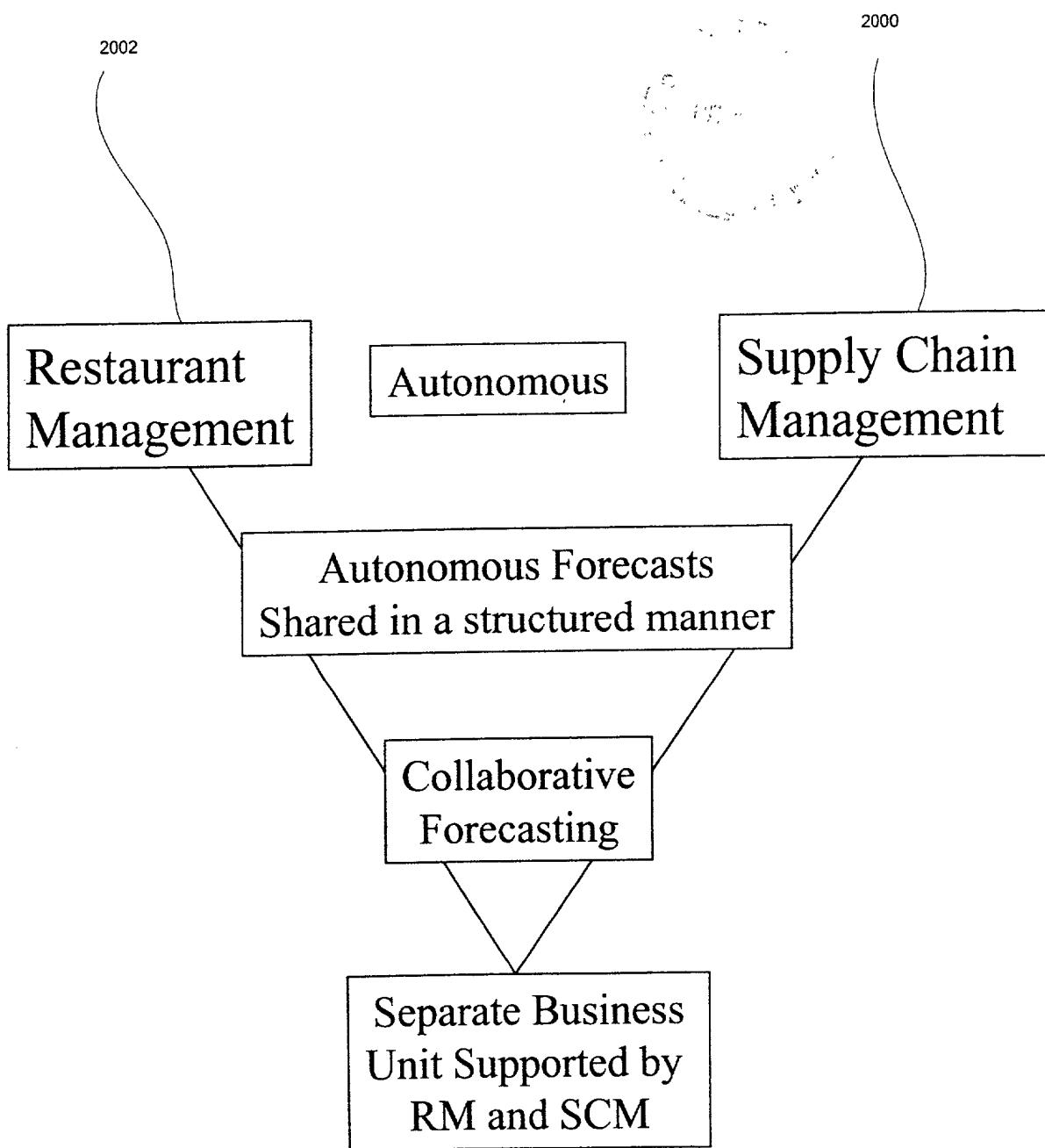
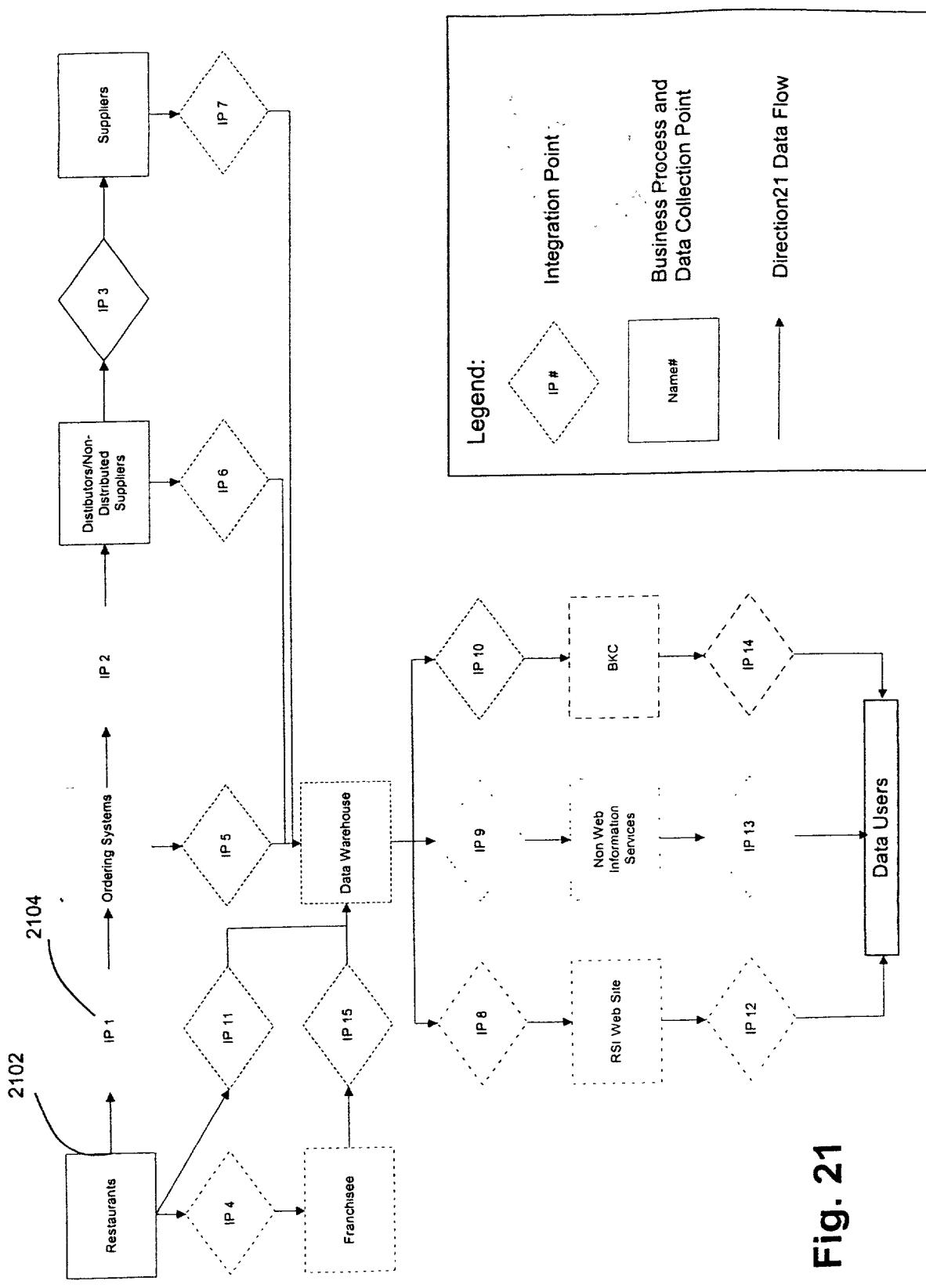


Fig. 20



**Fig. 21**

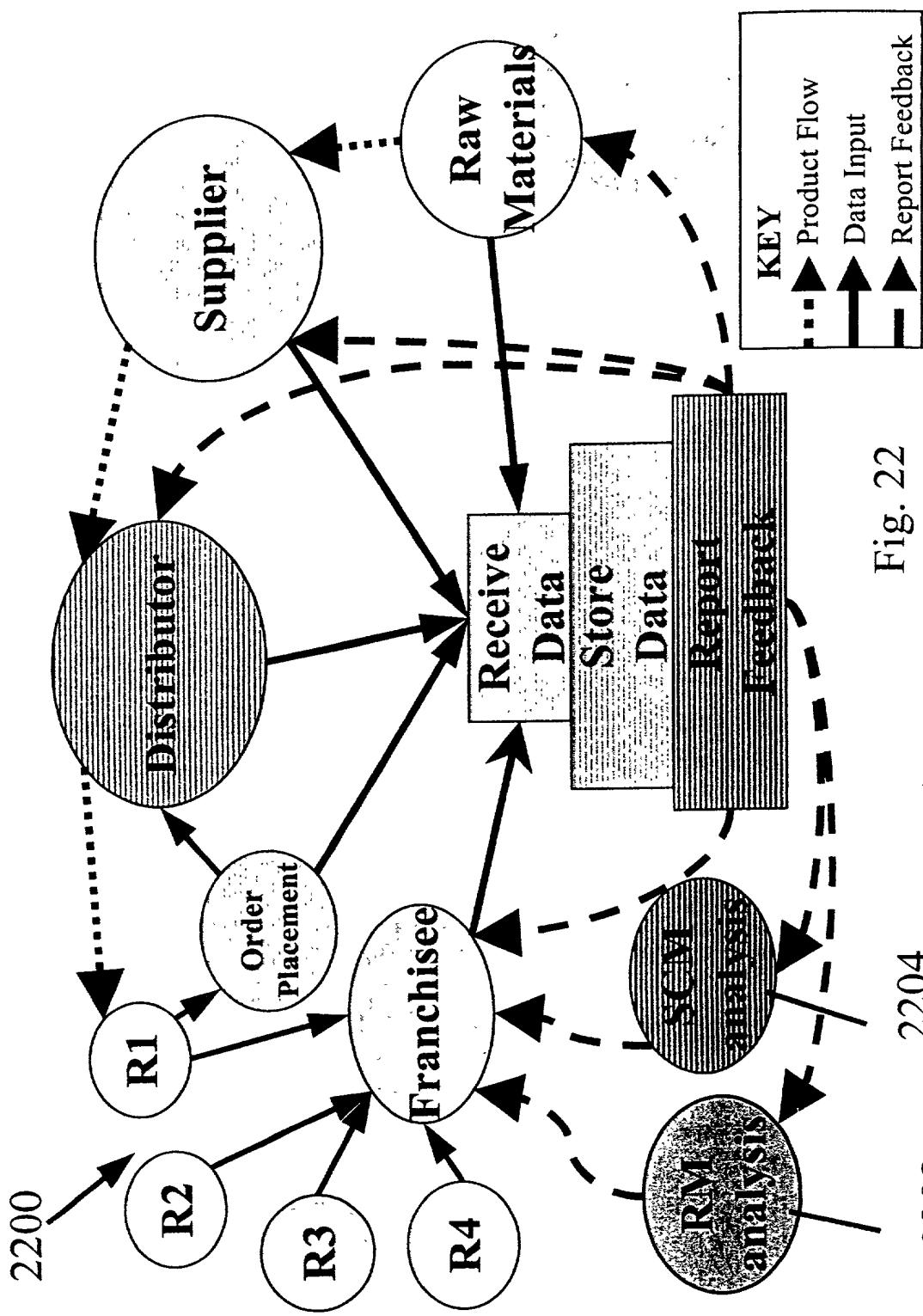
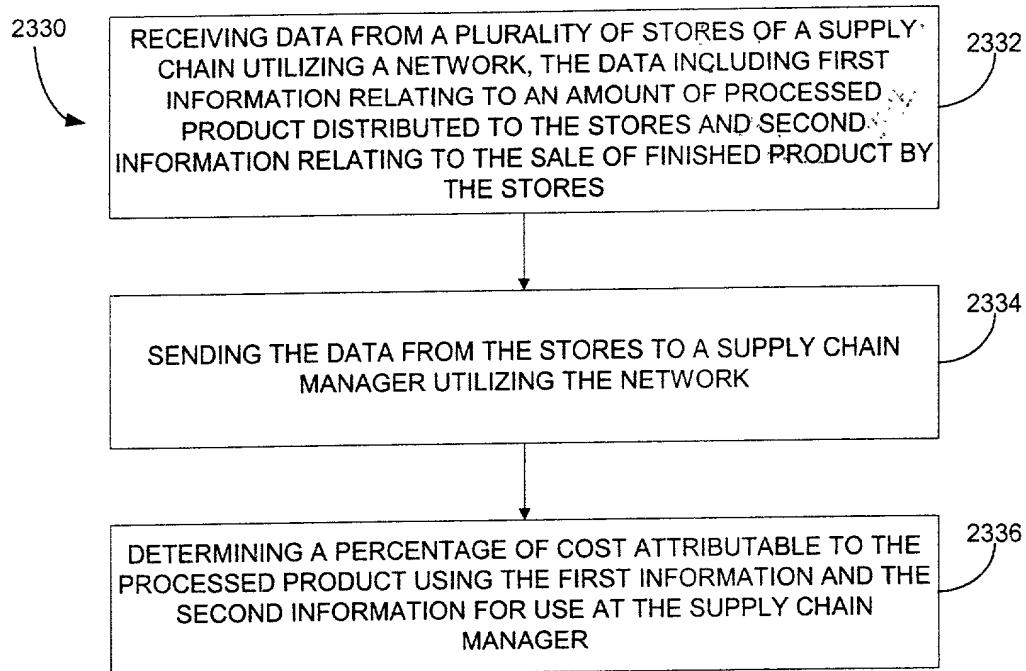


Fig. 22

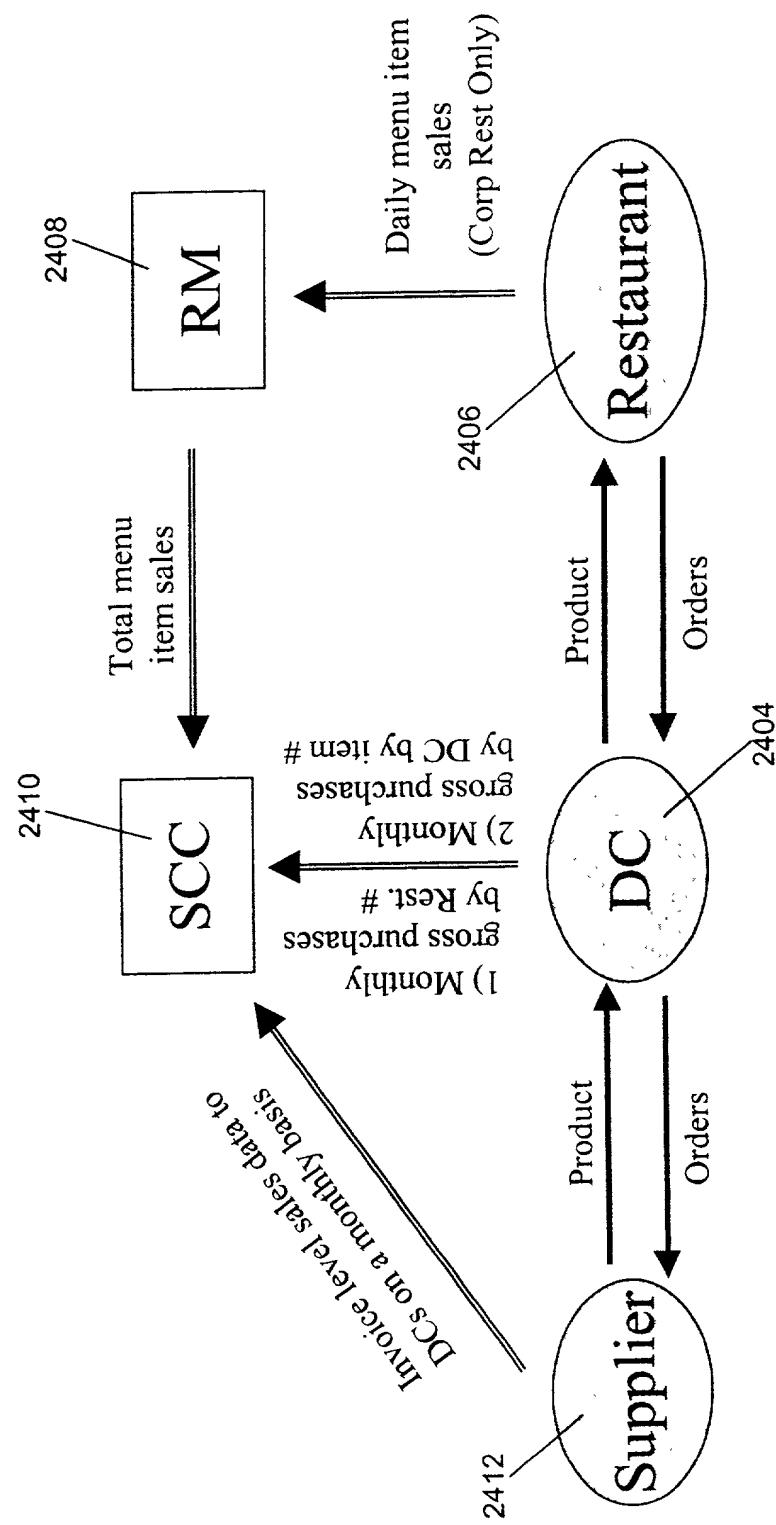
2204

2202

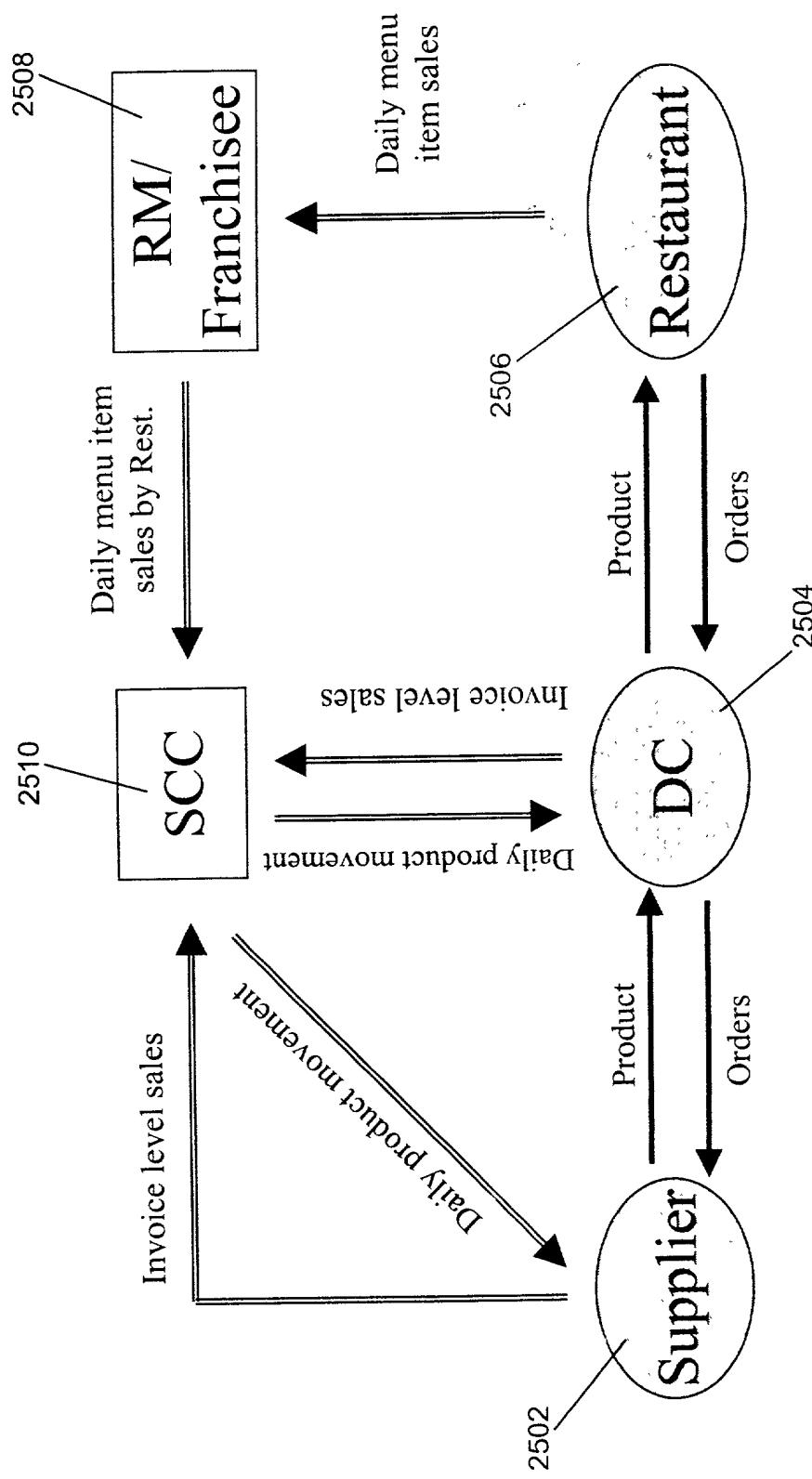


**FIG. 23**

**FIG. 24**



**FIG. 25**



**FIG. 26**

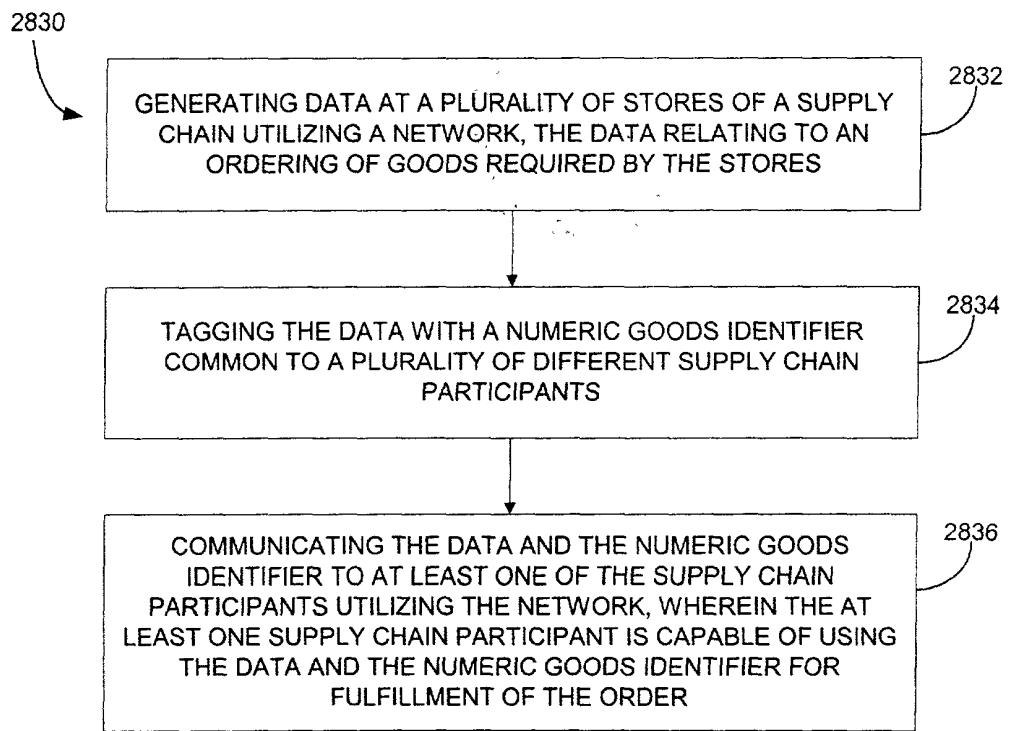
Sales Forecast Worksheet - System															
Week	Historical					Forecast									
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3
<b>GRP's</b>															
Nini's Marketing Theme															
Advertising Score															
Local Considerations															
Competition Index															
Weather Index															
Seasonality Index															
<b>Sales History/Forecast Total (\$/store)</b>															
Key Products by Menu Item (units/day/store)															
WHOPPERS															
WHOPPERS W/CHEESE															
YYWM WHOPPERS															
etc.....															
Key Products by Inventory Item (cases/day/store)															
Beef-Whopper 4.0 oz															
Cheese-American Sliced															
Mayo-bulk															
Pickles - Pail															
VWrap Whopper															
Ketchup- Bulk															
Bun-Whopper 5" (dozen)															
Lettuce - shredded															
Tomatoes															
Onions - sliced															
etc.....															

**FIG. 27**

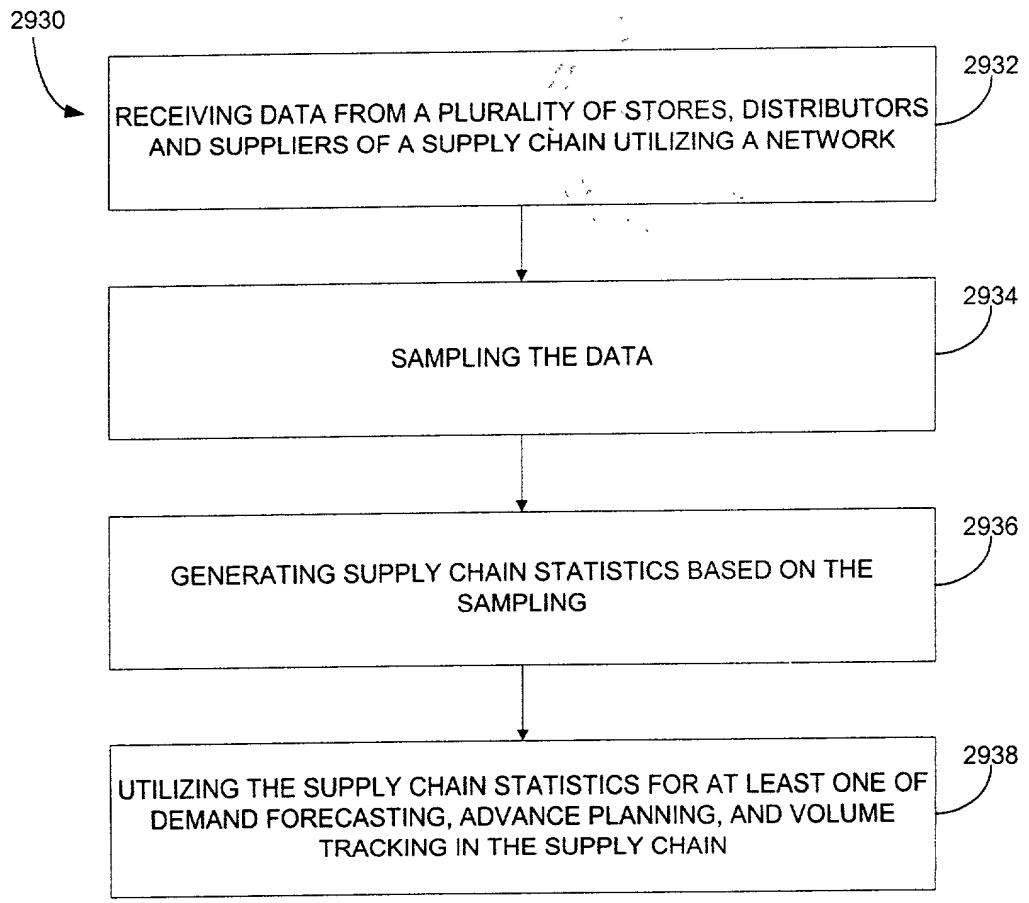
Promotional Monitor - System & Regional											
History				Week #1							
	W-4	W-3	W-2	D-1	D+2	D+3	D+4	D+5	D+6	D+7	Total
<b>Total Sales(\$/Store)</b>	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200 \$26,250
<b>Menu Item Sales for Key Products(units/restaurant/week)</b>											
Category	Segment										
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275
											209
											1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)											
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%
											8.0%
											6.9%

2700

2702



**FIG. 28**



**FIG. 29**

	Distribution Center:	Alliant Topeka				
	Time Period (Month/Yr):	Jun-00				
<b>Delivery Order Fill Rate</b>						
Total Cases Ordered:	65712					
Operations: Cases: Percent:	Warehouse Outs 154 0.23%	Damages 68 0.10%	MisPicks 62 0.09%	Short on Truck 284 0.43%	Overlooked and Not Returned 0.00%	Total Operations 568 0.86%

3002

	Cases	Percent
Purchasing:	Out of Stocks 990 1.51%	Substitutions 70 0.11%
		0.00%

3004

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

<b>Delivery Order Fill Rate:</b>	97.52%
----------------------------------	--------

3000

**On-Time Delivery Rate**

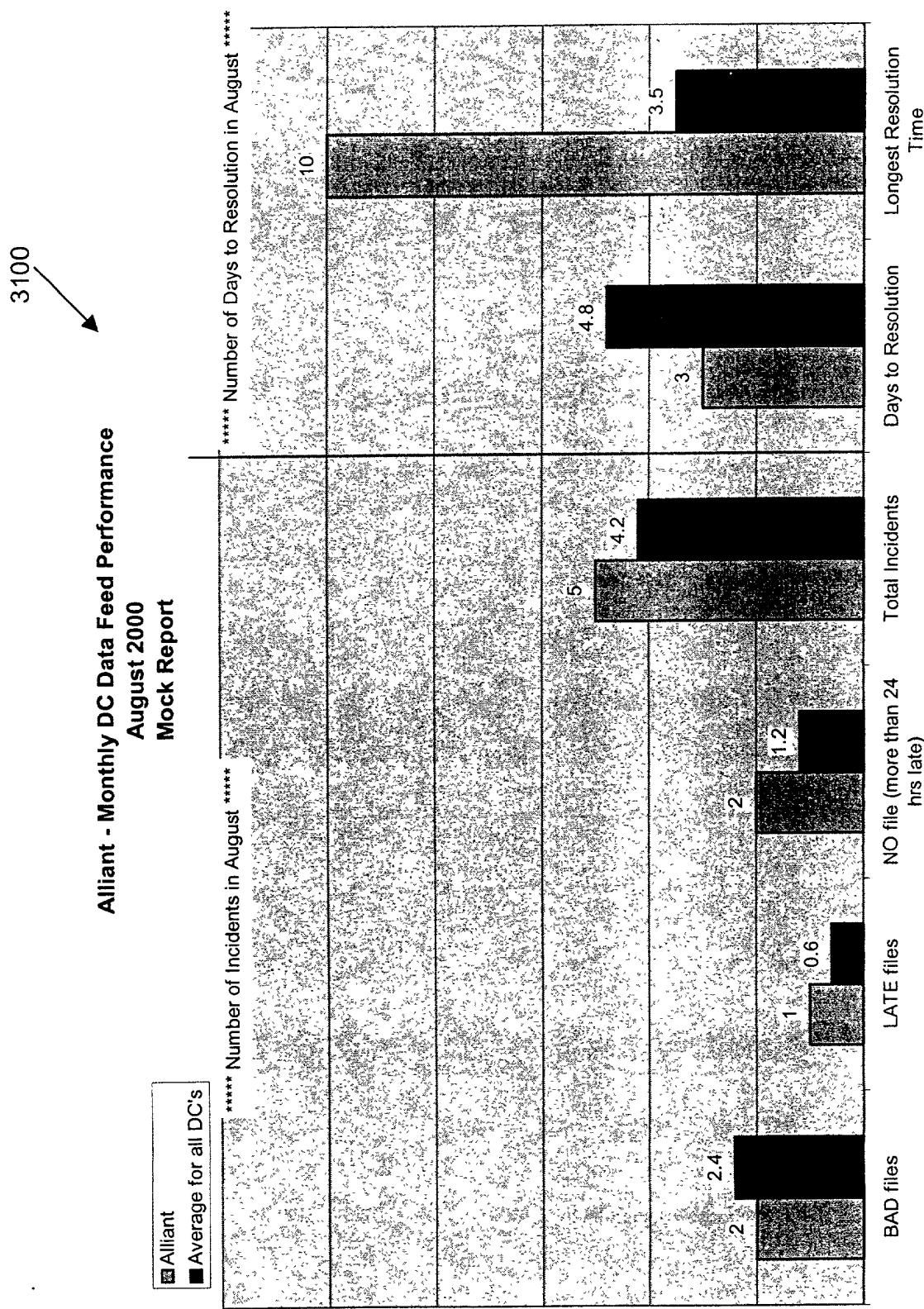
Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

**FIG. 31**





## Service Level Reporting

### August

3200

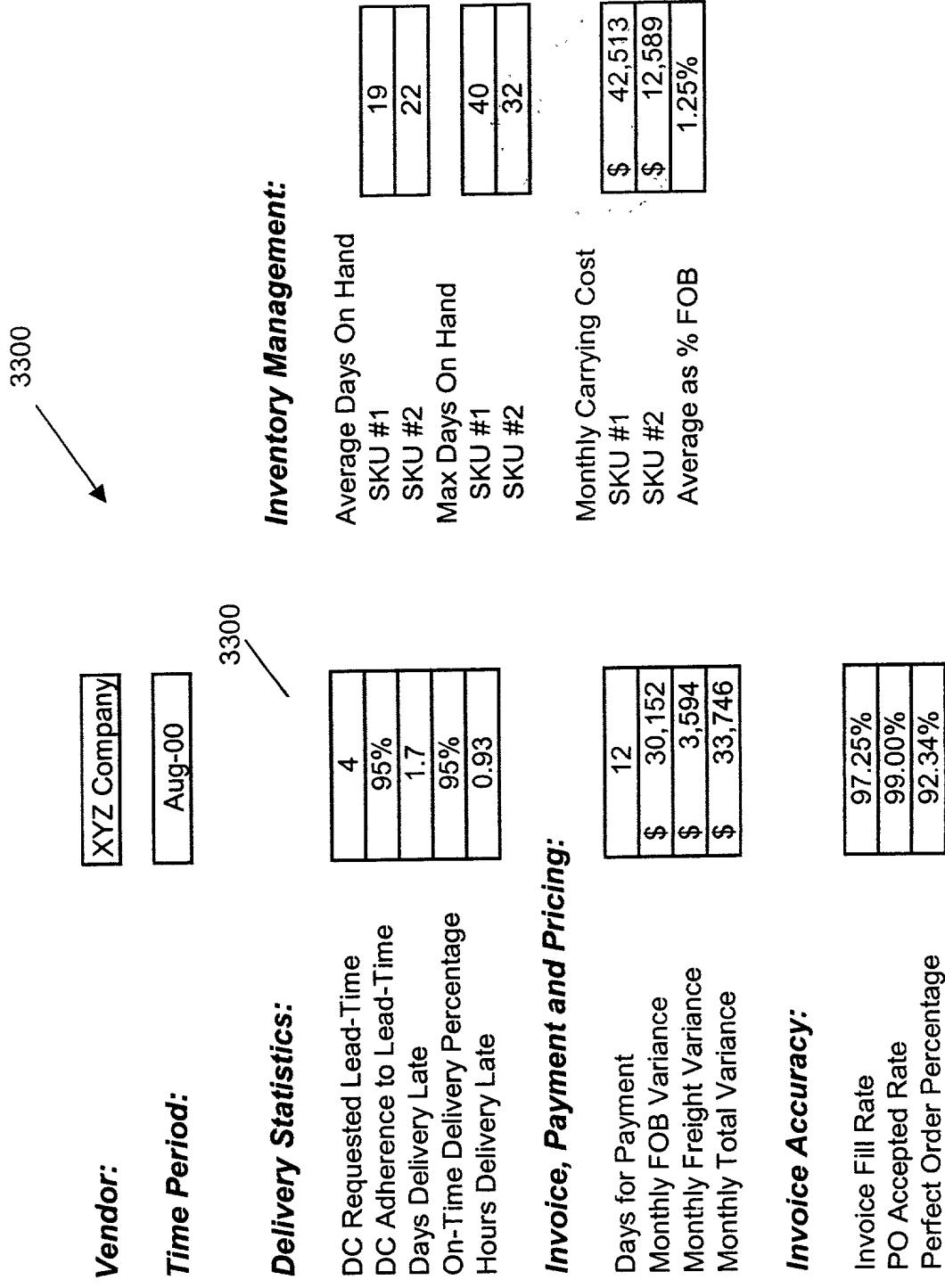
	Fill Rate	On-Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka	99.05%		
Alliant-Wixom	99.34%	78.70%	
King-Atlanta			
King-Jacksonville			
King-Louisville			
Maines 29-Conklin	99.41%		79.25%
Maines 30-Cleveland	99.41%		
Maines Long Island			
Maines New England	99.13%	79.83%	
MBM-Fullerton		#DIV/0!	
MBM-Lewisville		#DIV/0!	
MBM-Orlando		#DIV/0!	
MBM-Rocky Mount	99.13%	#DIV/0!	
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City			
Shamrock Phoenix	98.81%	92.88%	85.13%
Sigma Harrisburg			
Sigma Stockton			
Sysco			

	Fill Rate	On-Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

Business Unit	OK	Didnt meet RSI Min	Didnt meet BK Min

**FIG. 32**

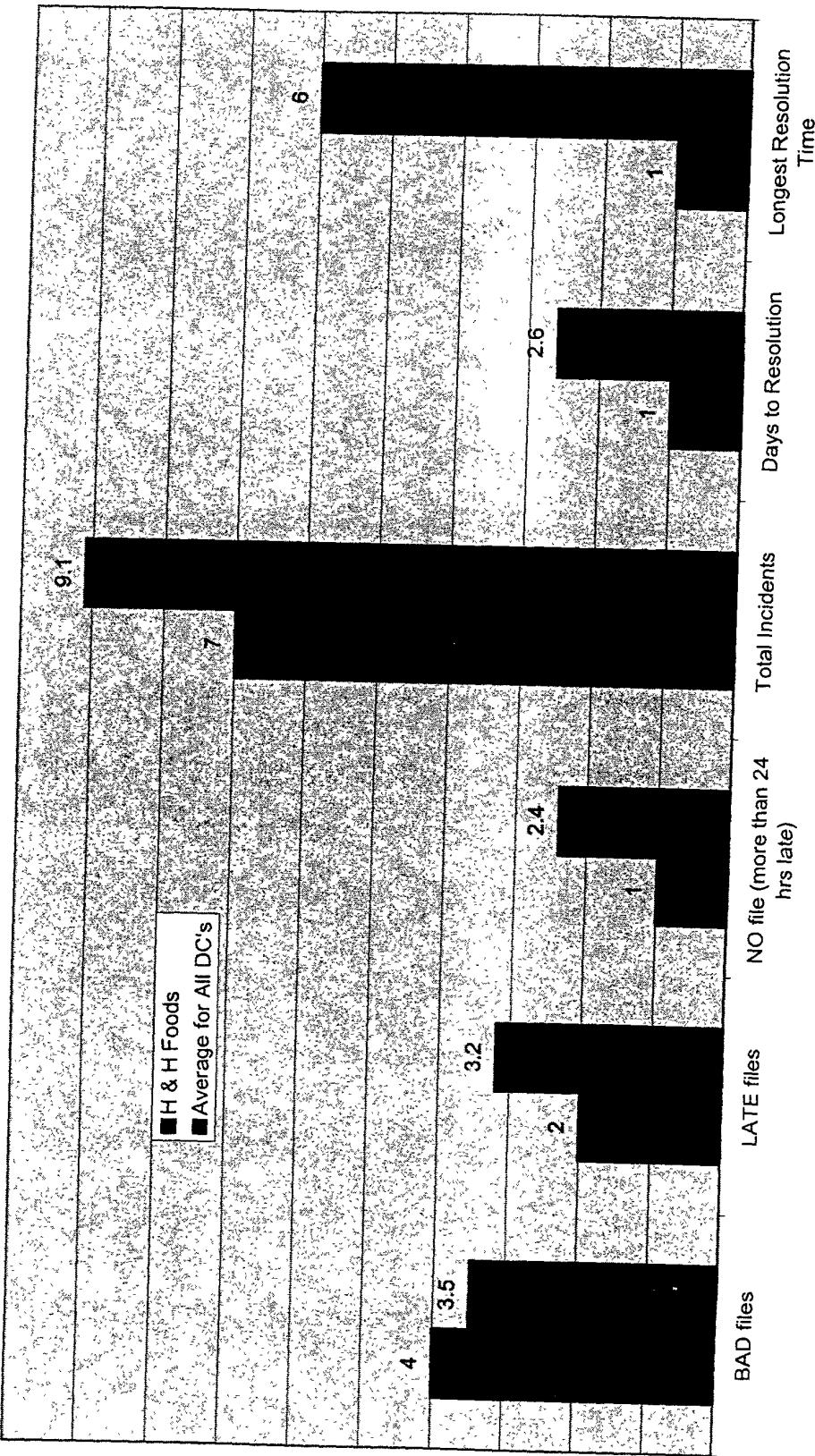
# FIG. 33



# FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →



# FIG. 35

## Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
COUGHERTY PACKING			
BEVERAGE AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA-COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.



3500

## Mock Report/1

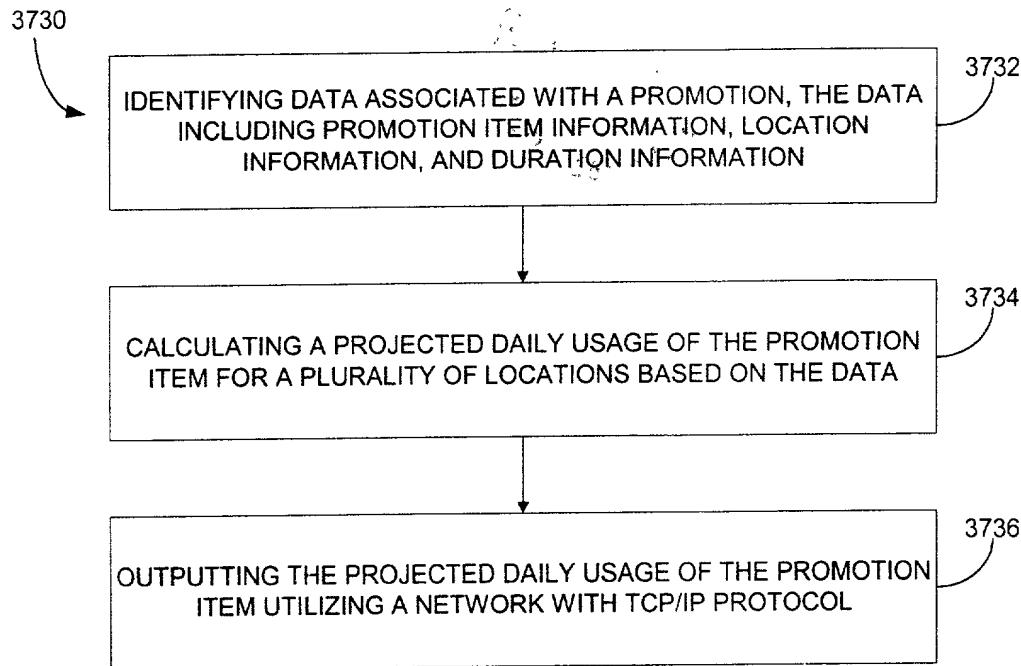
3600  
↓

	FY01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59		0.30					
Good/(Bad)									
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

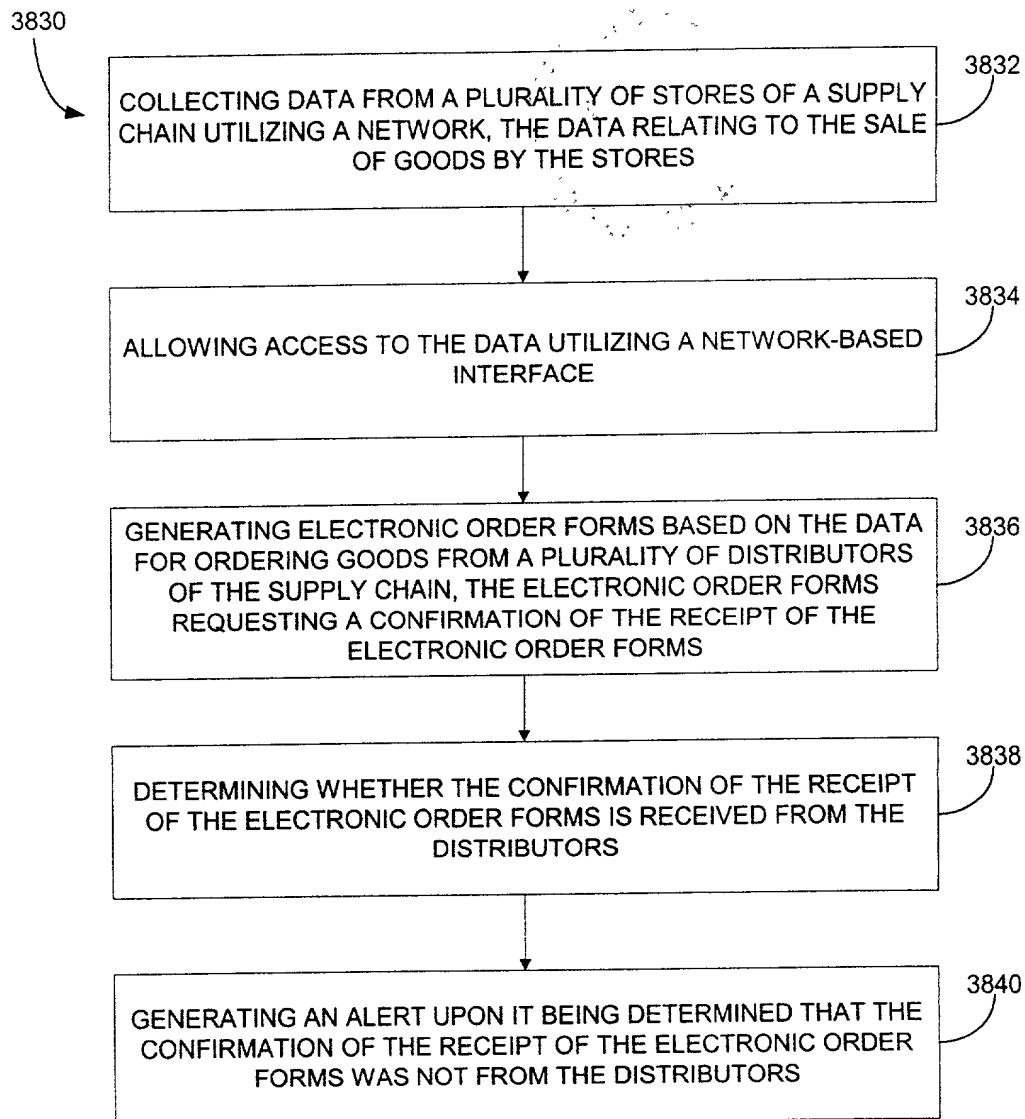
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

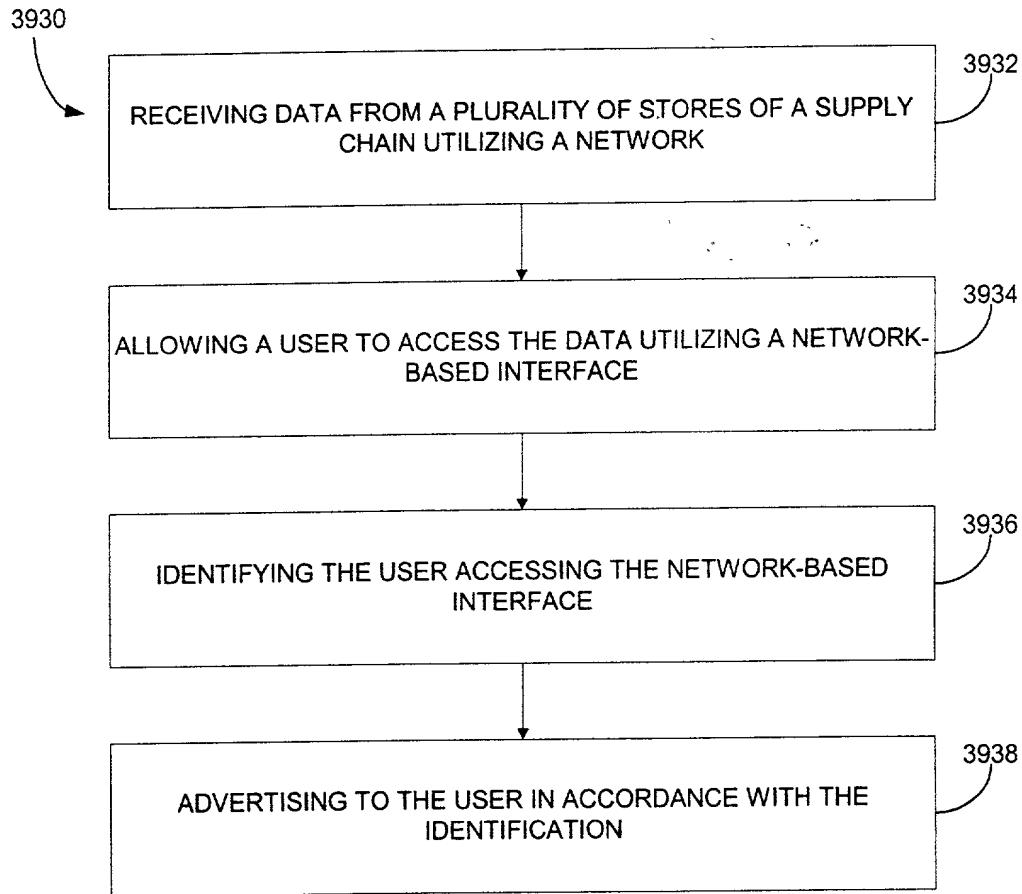
## FIG. 36



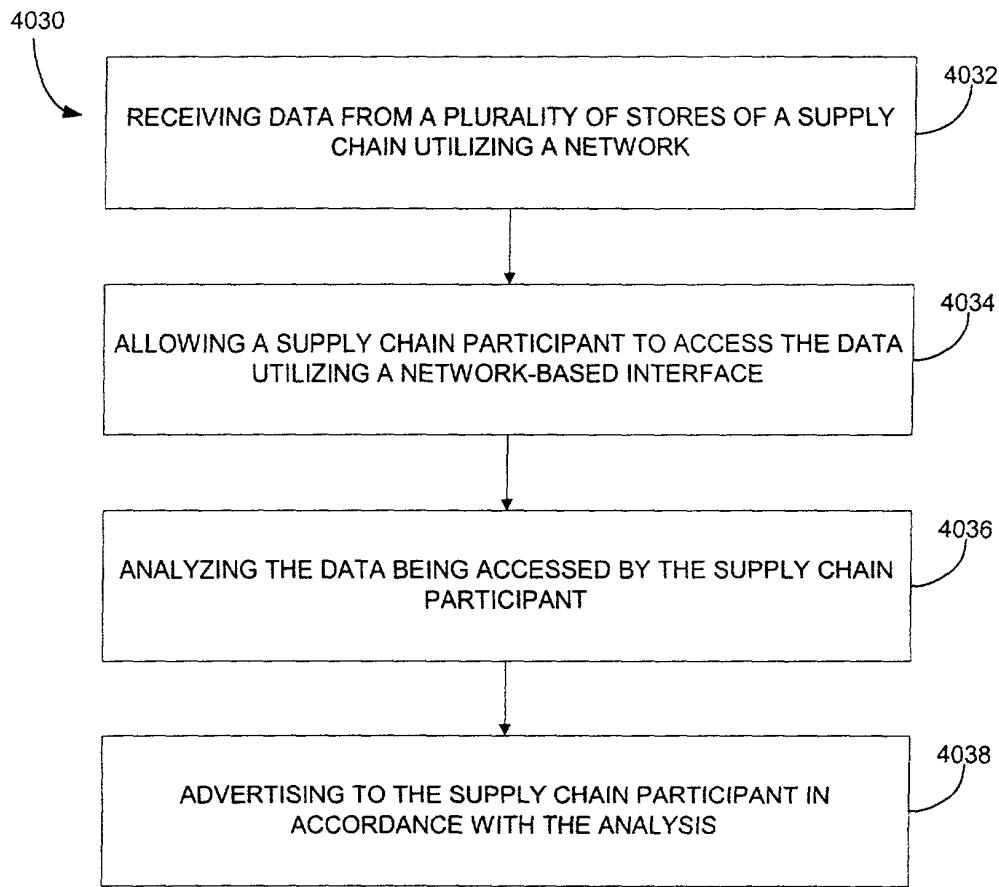
**FIG. 37**



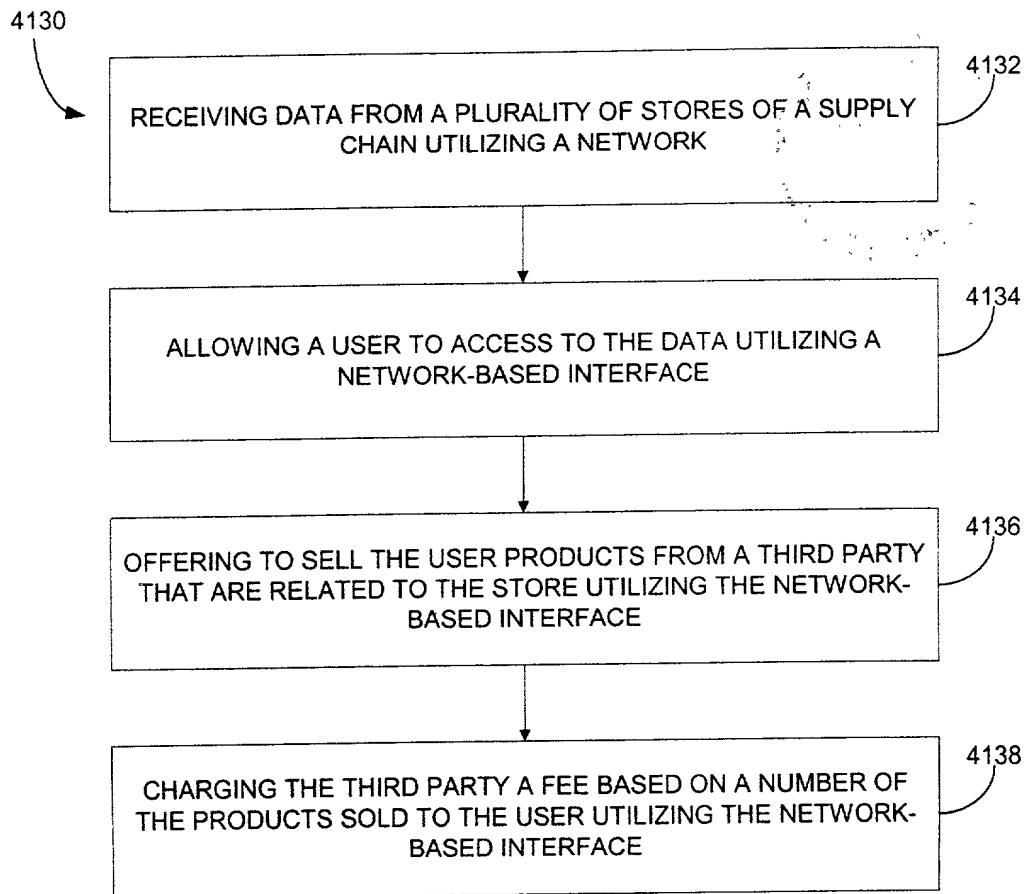
**FIG. 38**



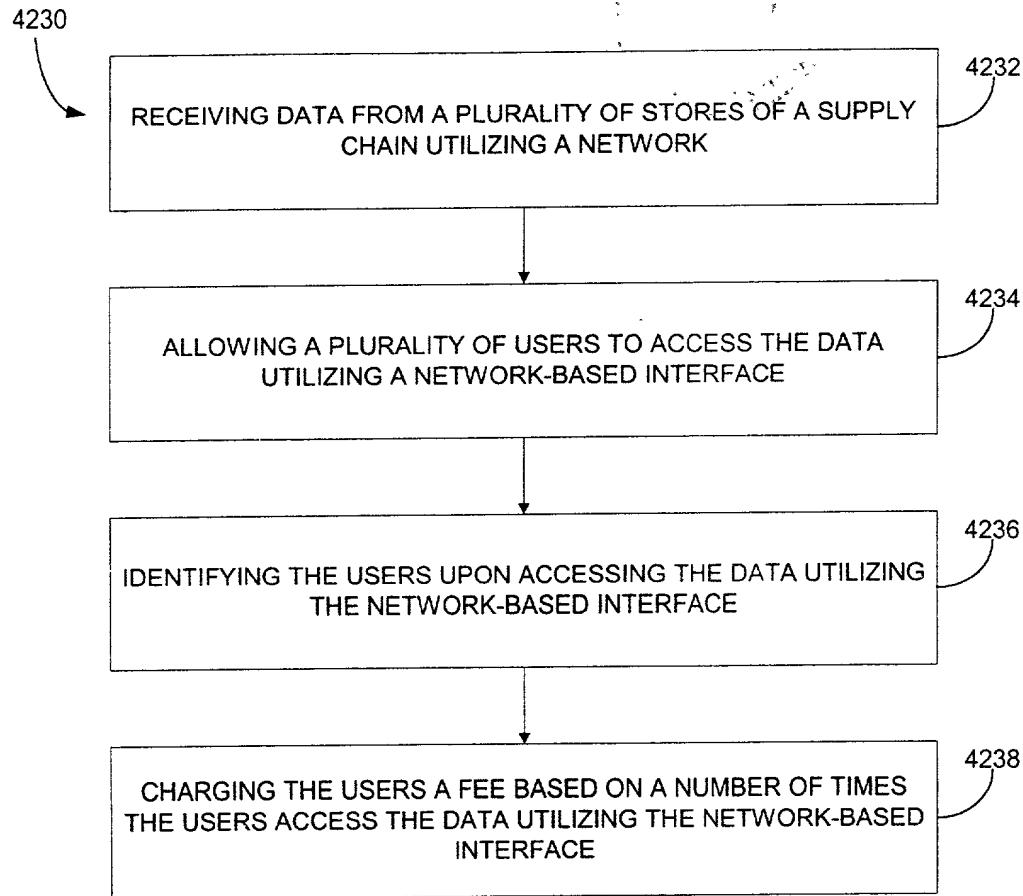
**FIG. 39**



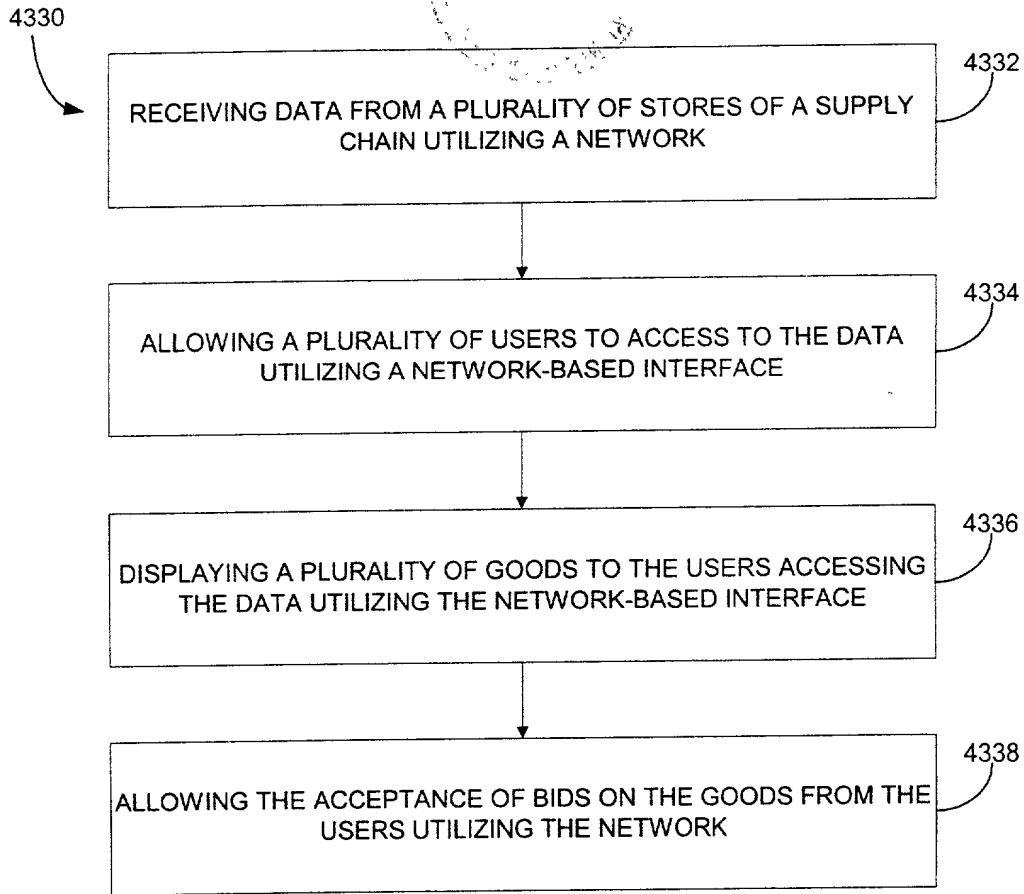
**FIG. 40**



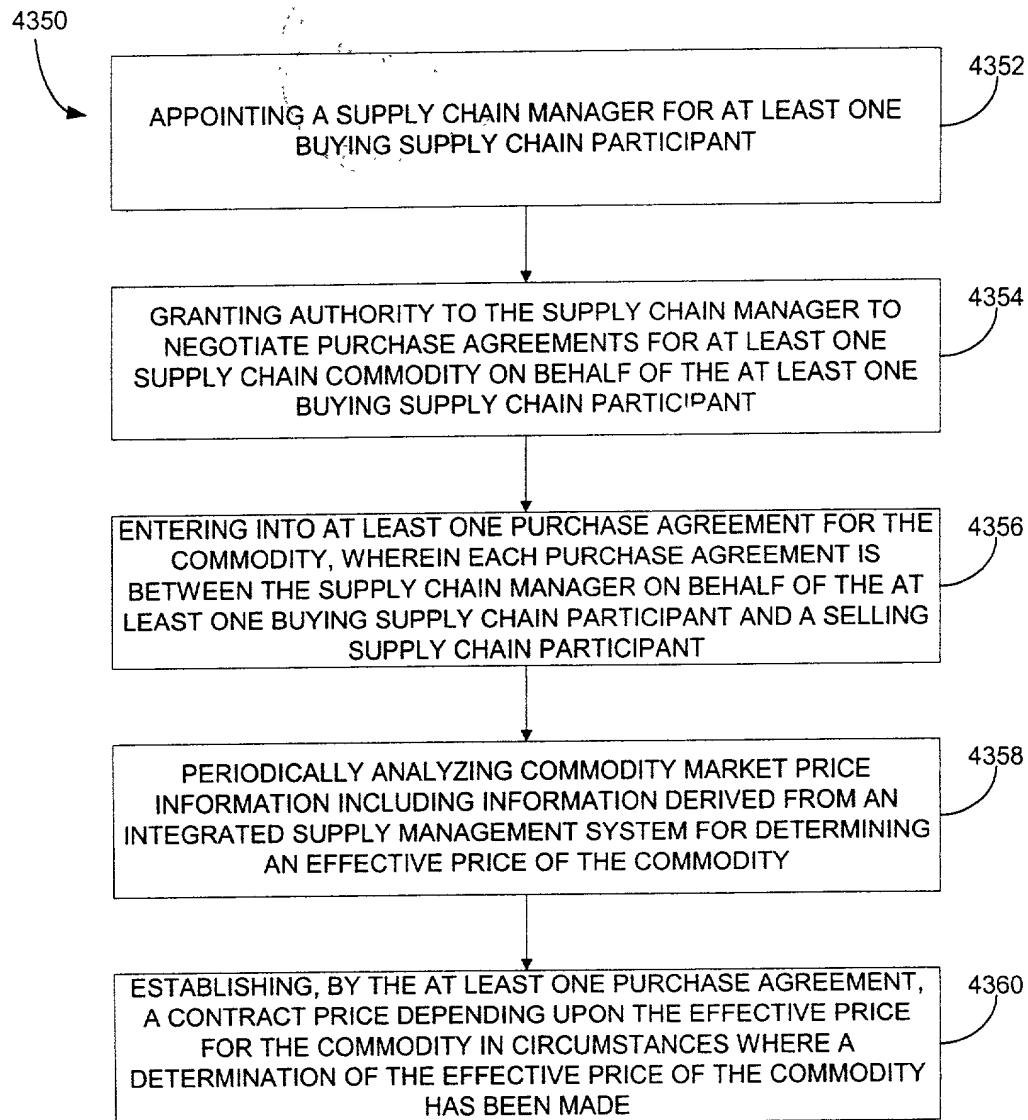
**FIG. 41**



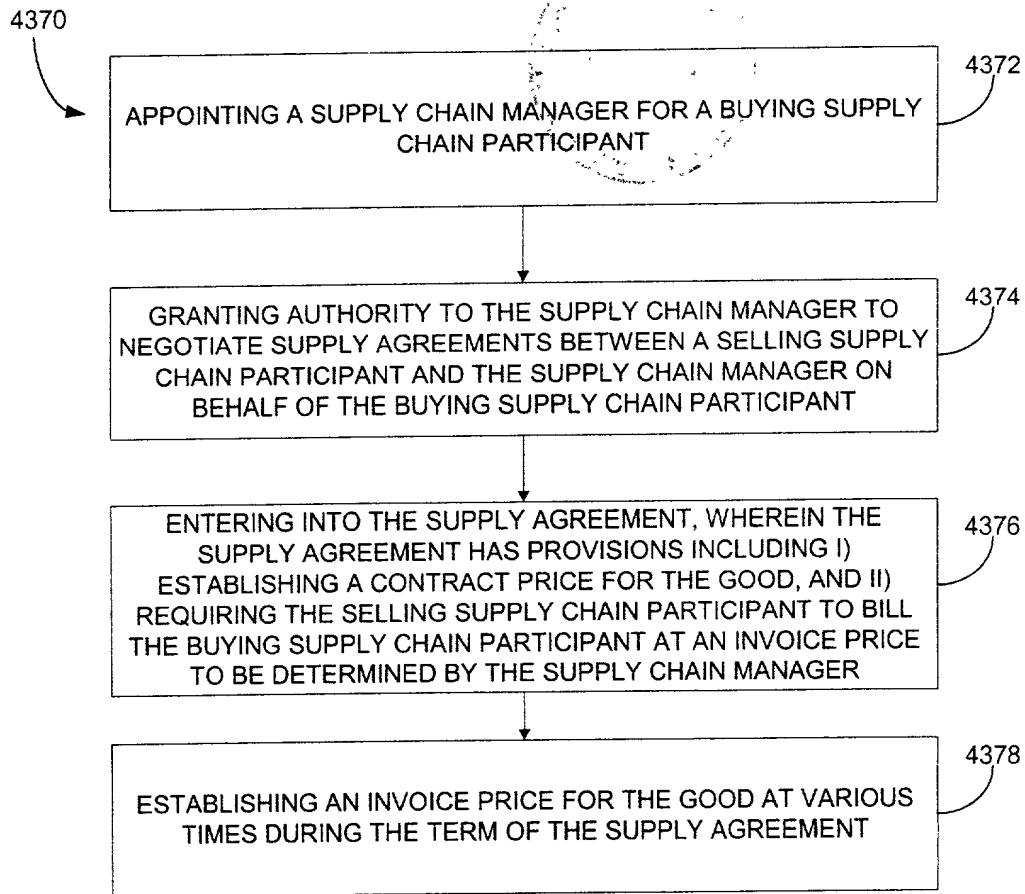
**FIG. 42**



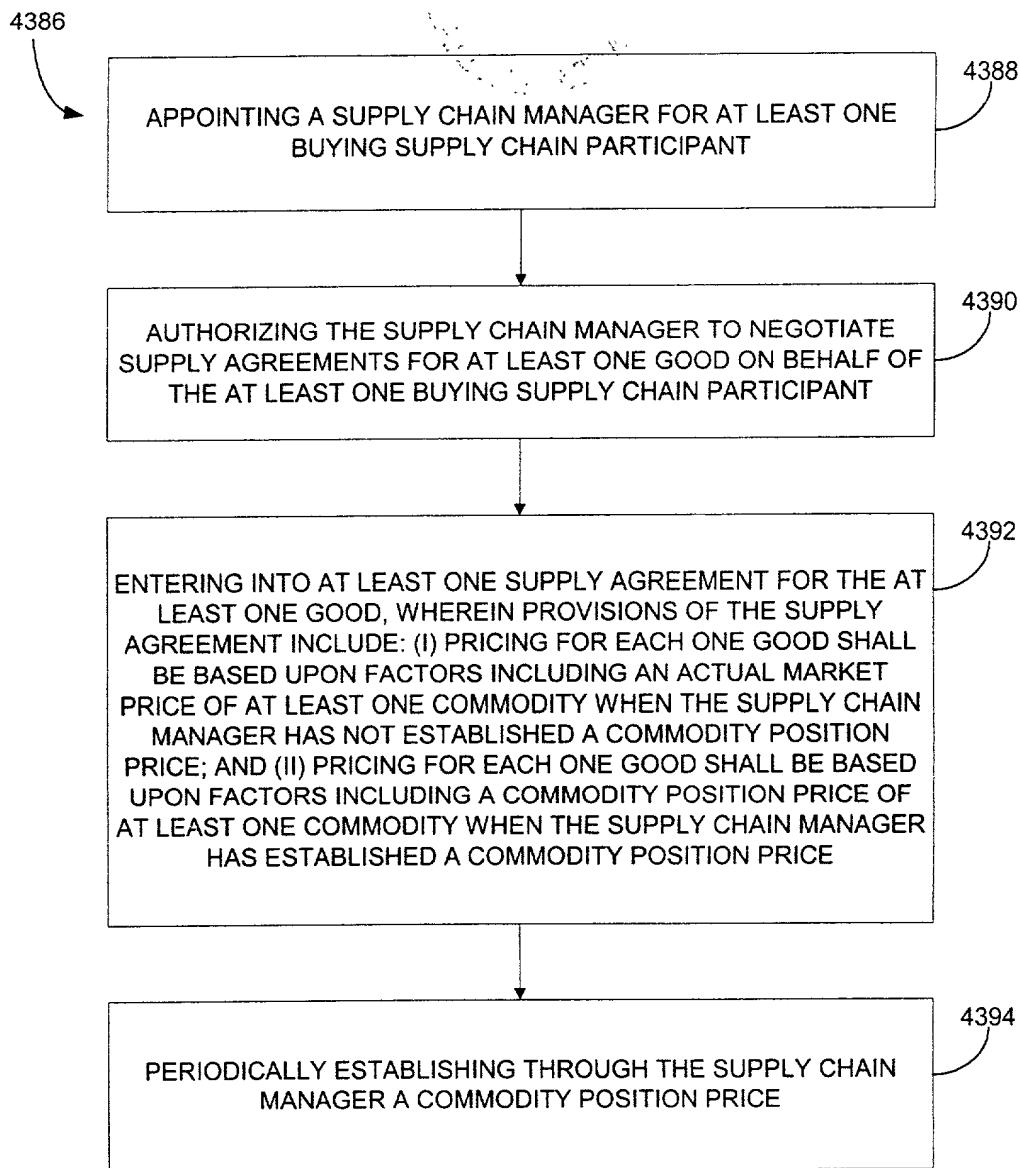
**FIG. 43A**



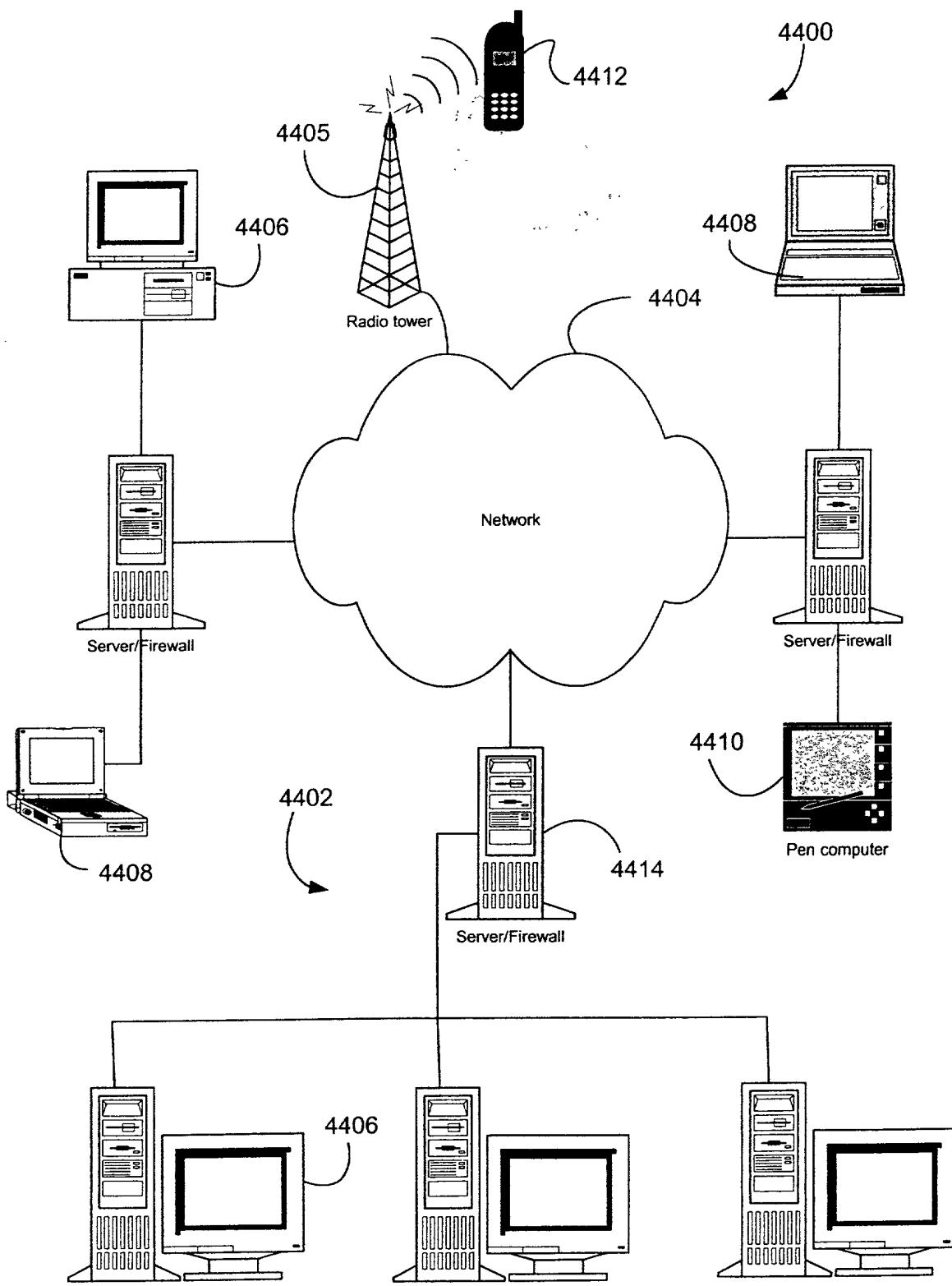
**FIG. 43B**



**FIG. 43C**

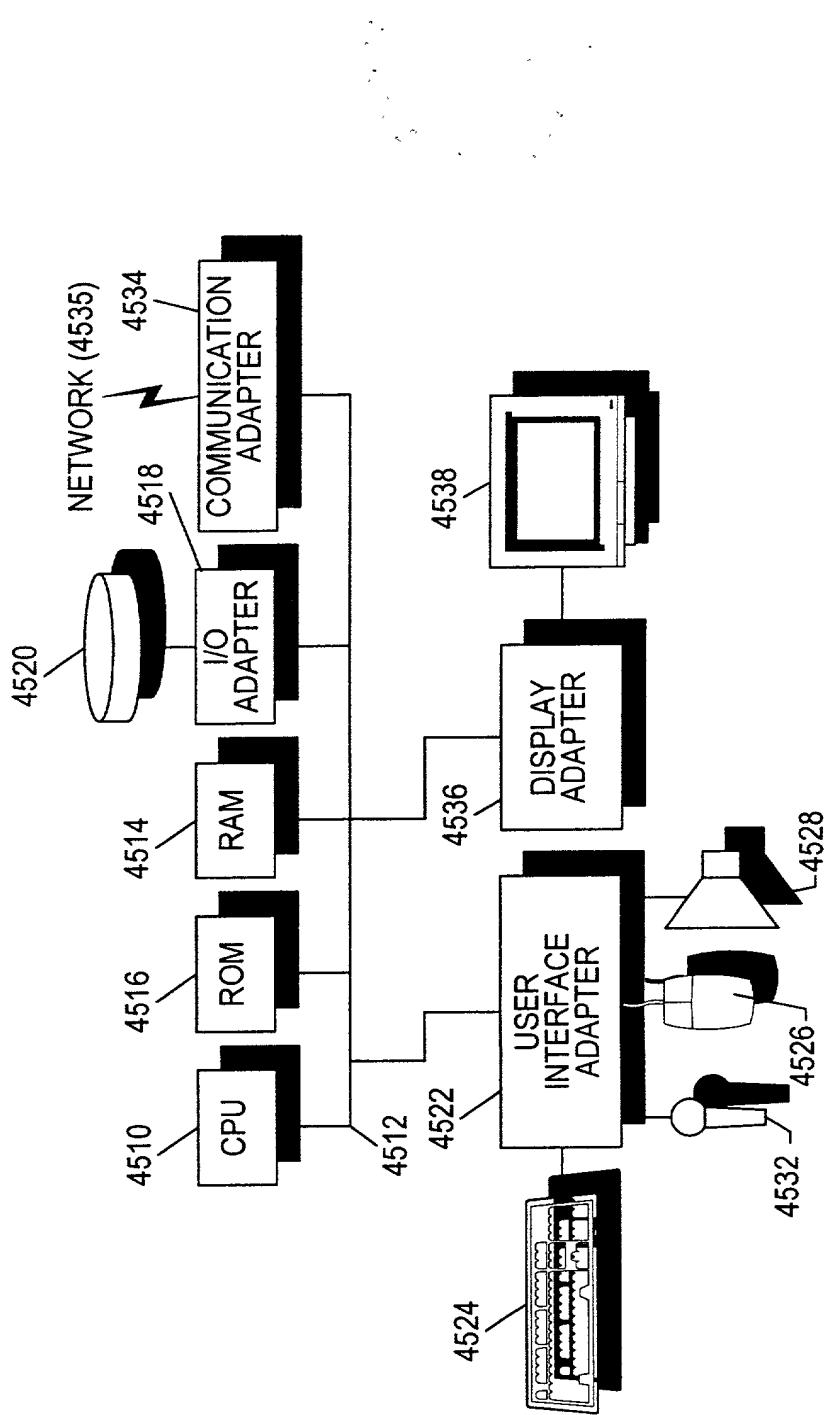


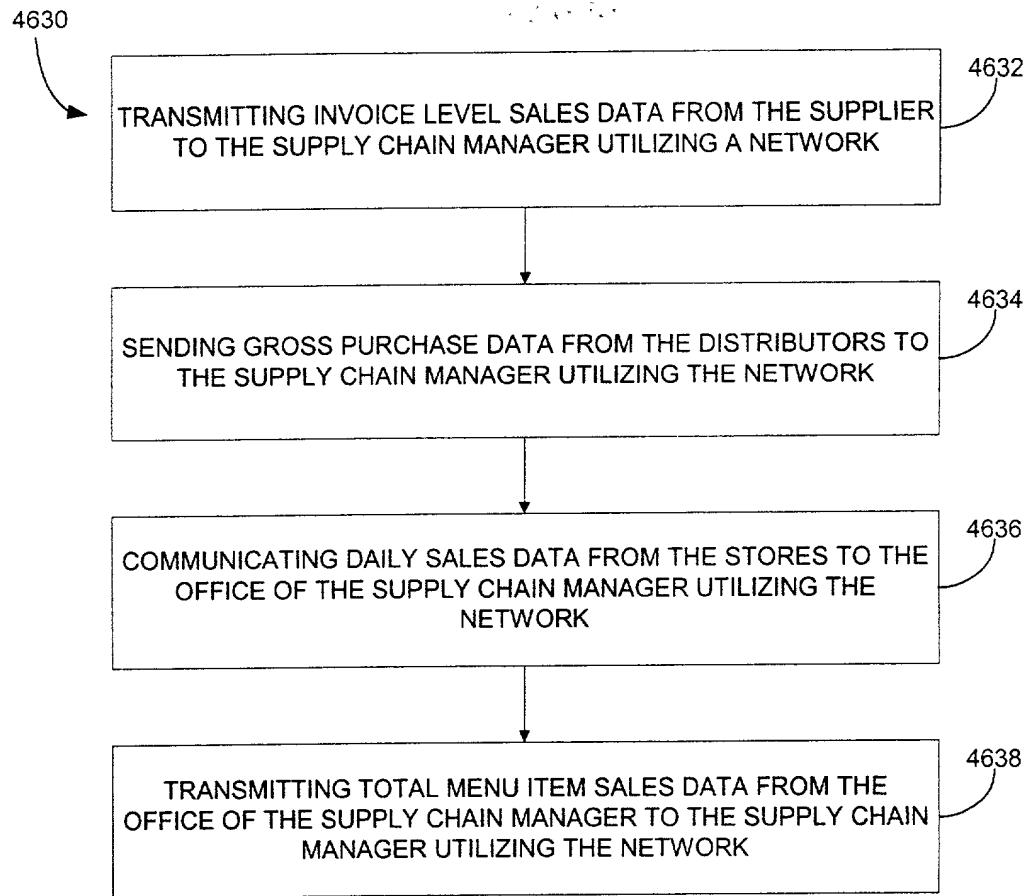
**FIG. 43D**



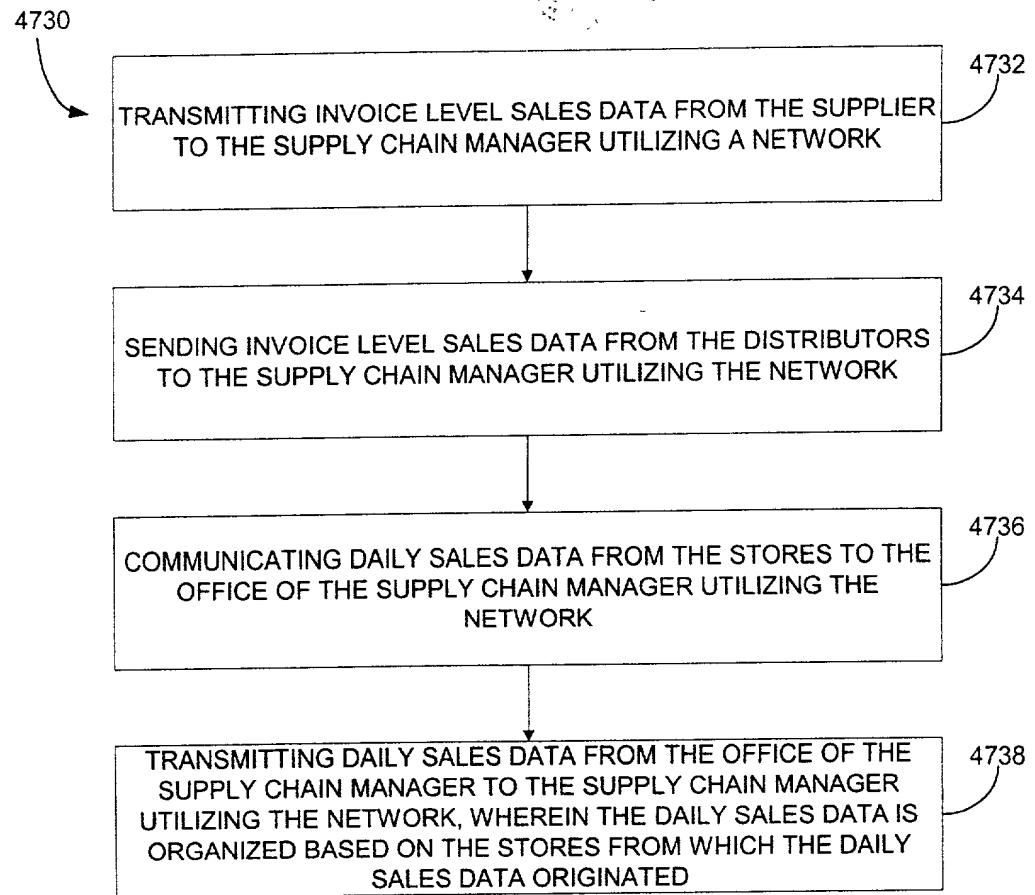
**FIG. 44**

**FIG. 45**

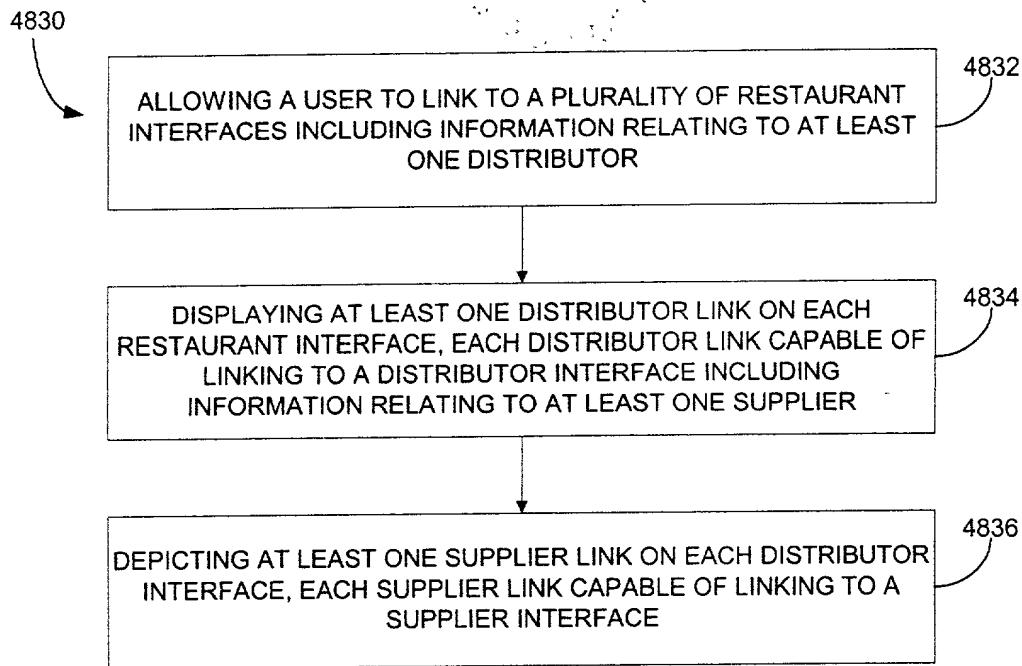




**FIG. 46**



**FIG. 47**



**FIG. 48**

**FIG. 49**

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Address http://www.rsiweb.com/home/index.asp

# Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name \_\_\_\_\_ Password \_\_\_\_\_

franchisee Enter Site

4902 4904

About RSI

4900

Click For Help

404

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information  
Map/Directions  
General Information  
Legal Information  
More About RSI  
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NFA link

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency.

**RSI Main Menu - Microsoft Internet Explorer**

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Address http://www.rsiweb.com/home/start.asp Help

# RSI

Welcome Franchisee User! Tuesday October 24, 2000

**REMINDER** BK Cravers Menu items will continue to be offered after national advertising ends November 5

**Member** **Logout** **HOME**

**Franchisee** **Reports** **Personal Info** **Legal Information** **Help**

**5006** **5008** **5002**

**5004** **5010** **5012**

**Landed Cost** The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.

**POS/BOH System** Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.

**Redbook**

**More**

**Change Password**

**Edit Personal Info** Edit your personal information

**More**

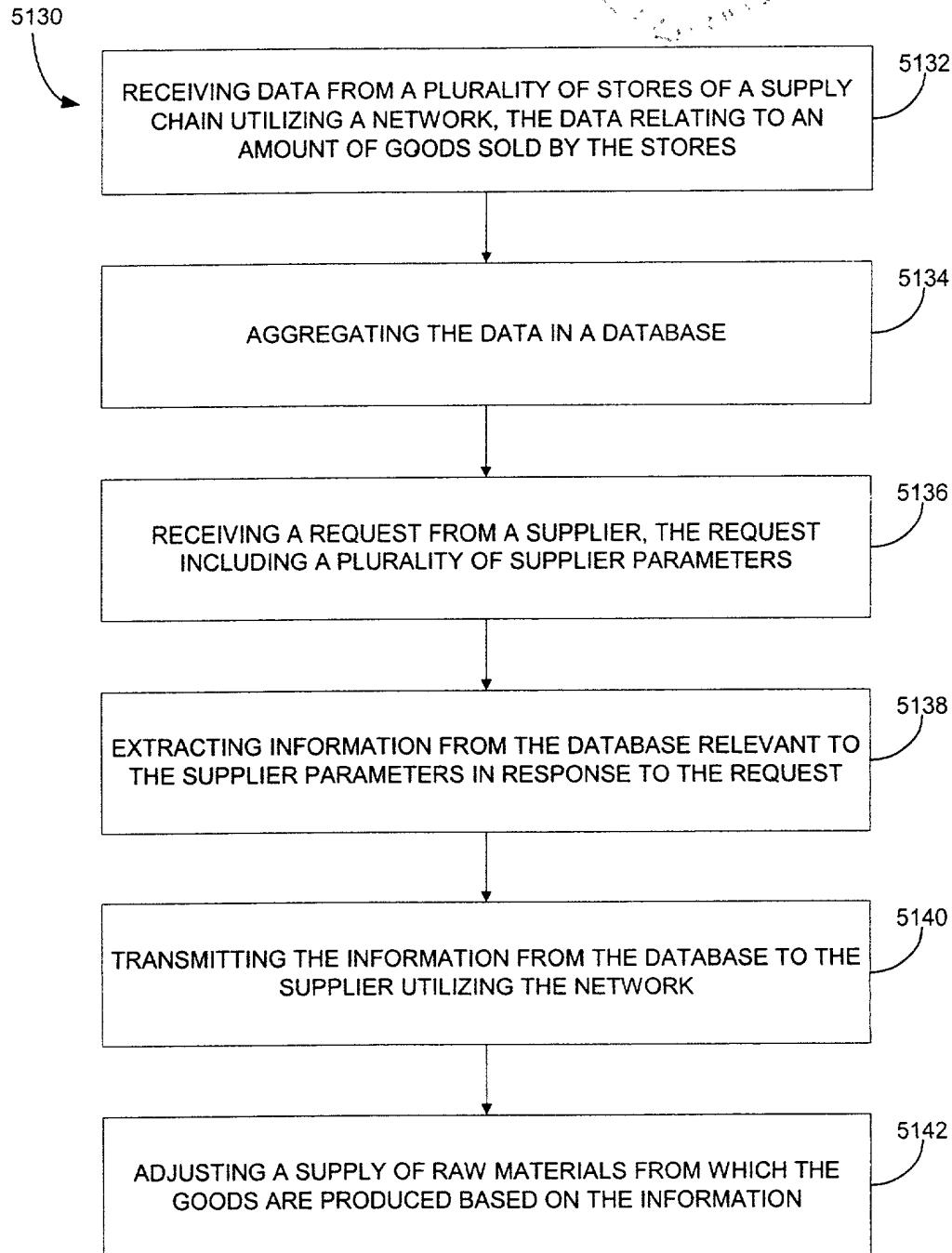
©2000 Restaurant Services, Inc. All Rights Reserved.

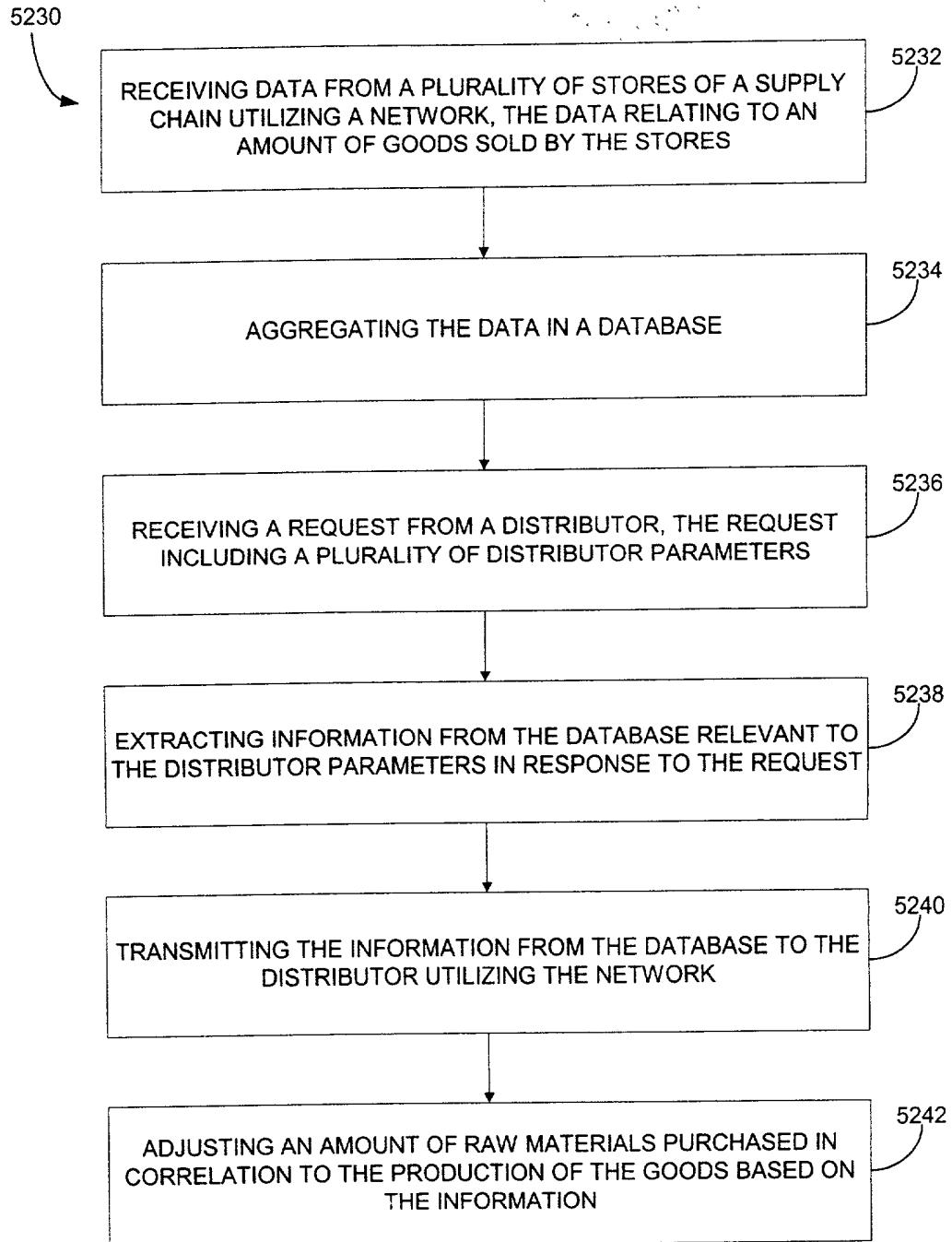
Internet

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graph TD
    Member[Member] --> 5006
    Franchisee[Franchisee] --> 5008
    Reports[Reports] --> 5002
    PersonalInfo[Personal Info] --> 5004
    LegalInfo[Legal Information] --> 5010
    Help[Help] --> 5012
    LandedCost[Landed Cost]
    POSBOH[POS/BOH System]
    Redbook[Redbook]
    More[More]
    ChangePass[Change Password]
    EditInfo[Edit Personal Info]
    More2[More]
    REMINDER[REMINDER]
    Copyright[©2000 Restaurant Services, Inc. All Rights Reserved.]
    Internet[Internet]
  
```

**FIG. 50**

**FIG. 51**



**FIG. 52**

**RSI**

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Printer Friendly Version

**Distributor**

[Logout](#) [Home](#)

[http://www.rsinweb.com/dc/d\\_iposdaily.asp](http://www.rsinweb.com/dc/d_iposdaily.asp)

Help

5300

POS Implied Daily Usage - Distributor  
Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

1+ Day Rolling Total Cases												Week Ending Total
DC Item No.	Item Description	% Chg	10/23	10/24	10/25	10/26	10/27	10/28	10/29	10/30	10/31	Total
Number of Restaurants Serviced by DC			200	200	200	200	200	200	200	200	200	200
SAUCE: BBQ BULK		0.00%	13	21	33	18	10	16	14	21	16	13
18000 BULLSEYE		0.00%	12	19	20	16	14	13	14	19	19	14
20788 MUSTARD: BULK BK		0.00%	134	107	211	173	100	154	163	190	200	176
24340 MAYONNAISE: BULK BK		0.00%	134	107	211	173	100	154	163	190	200	176
24800 STRAW/WRAPPED		0.00%	21	33	34	27	25	24	24	34	33	27
25400 FORK WRAPPED		0.00%	10	11	12	10	9	9	11	12	11	10
26318 BULK BK		0.00%	3	3	3	3	2	2	2	3	3	2
26452 KNIFE, WRAPPED		0.00%	83	134	142	116	104	102	101	106	139	116
27082 KETCHUP: BULK BAG IN BOX		0.00%	127	194	205	180	143	142	139	144	197	160
27890 KETCHUP PACKETS		0.00%	100	BK								

Done

Internet

**FIG. 53**

**RSI** Local DC Promotion Forecast Report - Microsoft Internet Explorer

Addres: [http://testslink.com/dc/d\\_ipromodetail.asp?dc=26576](http://testslink.com/dc/d_ipromodetail.asp?dc=26576)

Printer Friendly Version

**Distributor**

**Logout** **HOME**

**Reports** **Personal Info** **Legal Information** **Help**

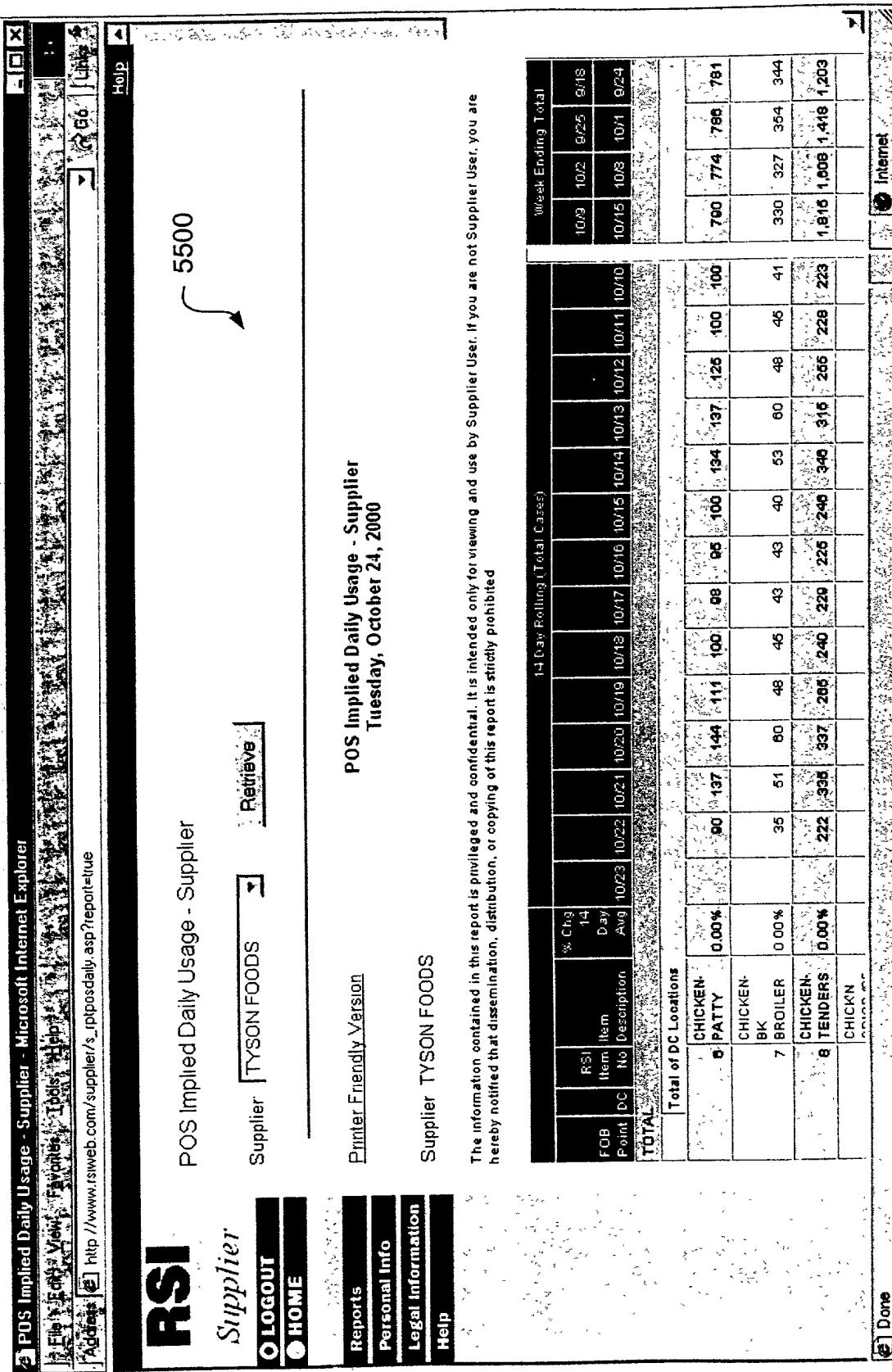
**REINHART - CEDAR RAPIDS, IA**  
Local Promotion Summary by DC  
Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	DCI	Start Date	Projected Day Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	6/1/00	85	99	17	8
	Davenport-RMoline, IA	6/1/00	85	32	17	28
	Des Moines-Ames, IA	7/1/00	85	17		
	Omaha, NE	7/1/00	85	17	50	50
	Peoria, IL	6/1/00	85	99	17	17
	Sioux City, IA	6/25/00	85	99	10	10
	Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
<b>32 oz. Motor Cup Total</b>					131	
<b>Big King</b>	Cedar Rapids-Waterloo-Dubq, IA	4/15/00	99	19	19	19
	Davenport-RMoline, IA	4/15/00	99	17		
	Ottumwa-Kilkville, IA	4/16/00	99	3		
<b>Big King Total</b>	Chicago, IL	5/15/00	20	99	8	8
<b>Pancake Minis</b>	Peoria, IL	5/1/00	20	99	17	17
	Sioux City, IA	4/16/00	20	99	10	10
<b>Pancake Minis Total</b>					35	

Done  Internet

**FIG. 54**



**FIG 55**

**RSI** Landed Cost Report      5600

Member      Restaurant Number:  Date:  Retrieve

Logout      Home

---

Franchisee      Printer Friendly Version      Restaurant Landed Cost Verification Report

Reports      Report Date: Sunday, October 22, 2000

Personal Info      Restaurant Number: 0003473

Legal Information      Distribution Center: REINHART - CEDAR RAPIDS, IA

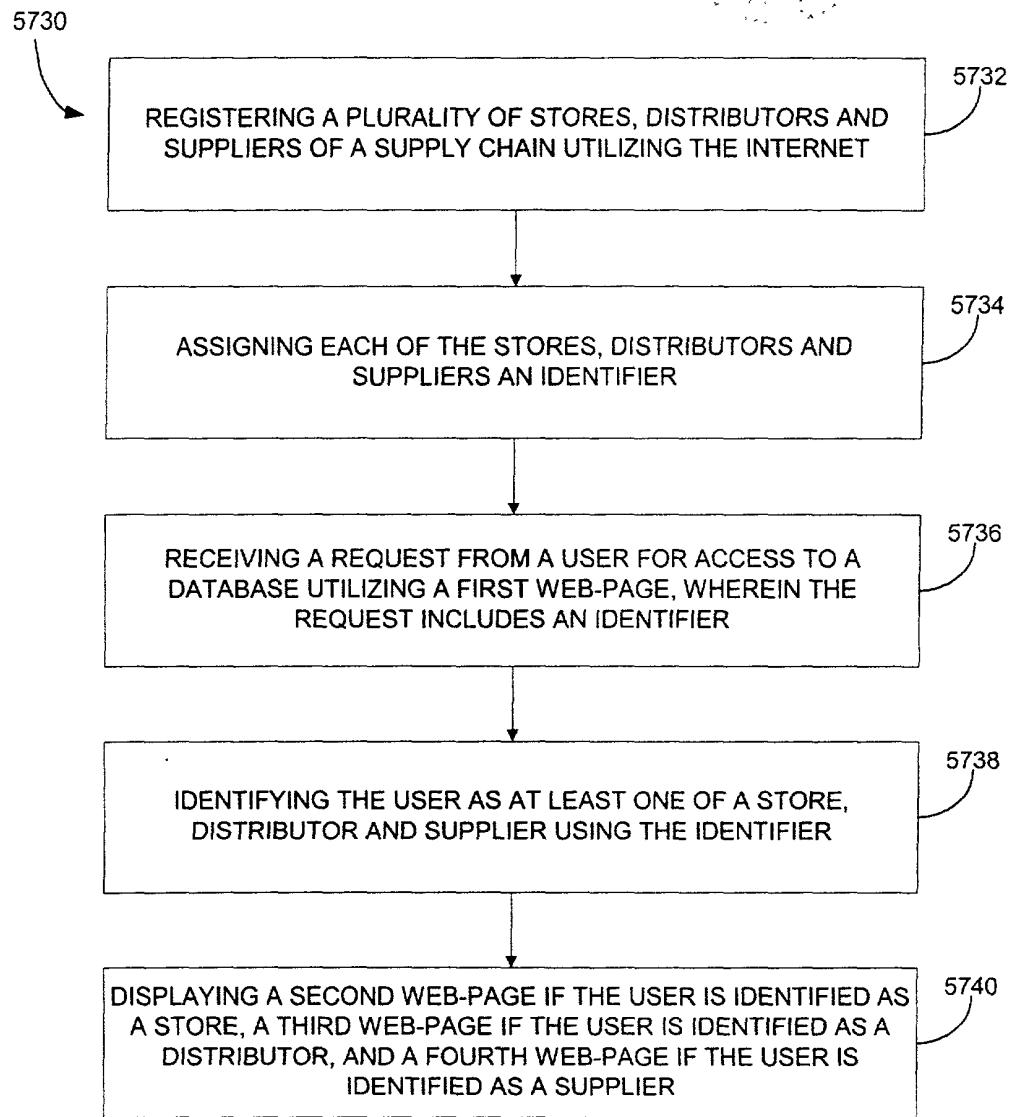
Help      Report Contact: Robert Harris  
Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	REGISTER TAPE-THERMAL 2.25 X 185'	\$21.27	\$1.57	\$22.84
12880	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$6.87	\$1.57	\$7.44
18080	SAUCE-BULK-KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05
19432	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20798	MUSTARD-BULK3OZ	\$8.45	\$1.57	\$10.02
20940	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	WATERICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

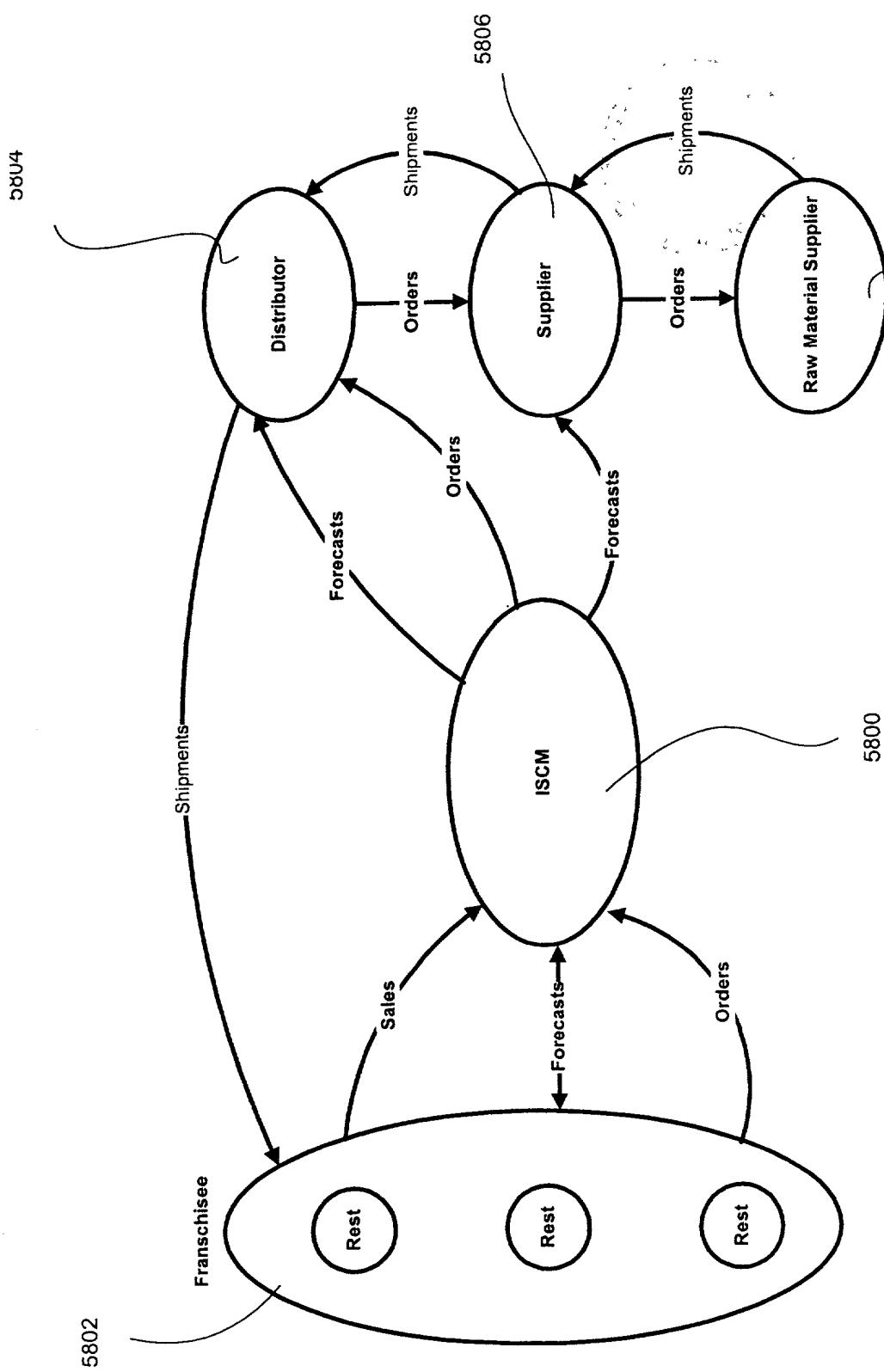
Done      Internet

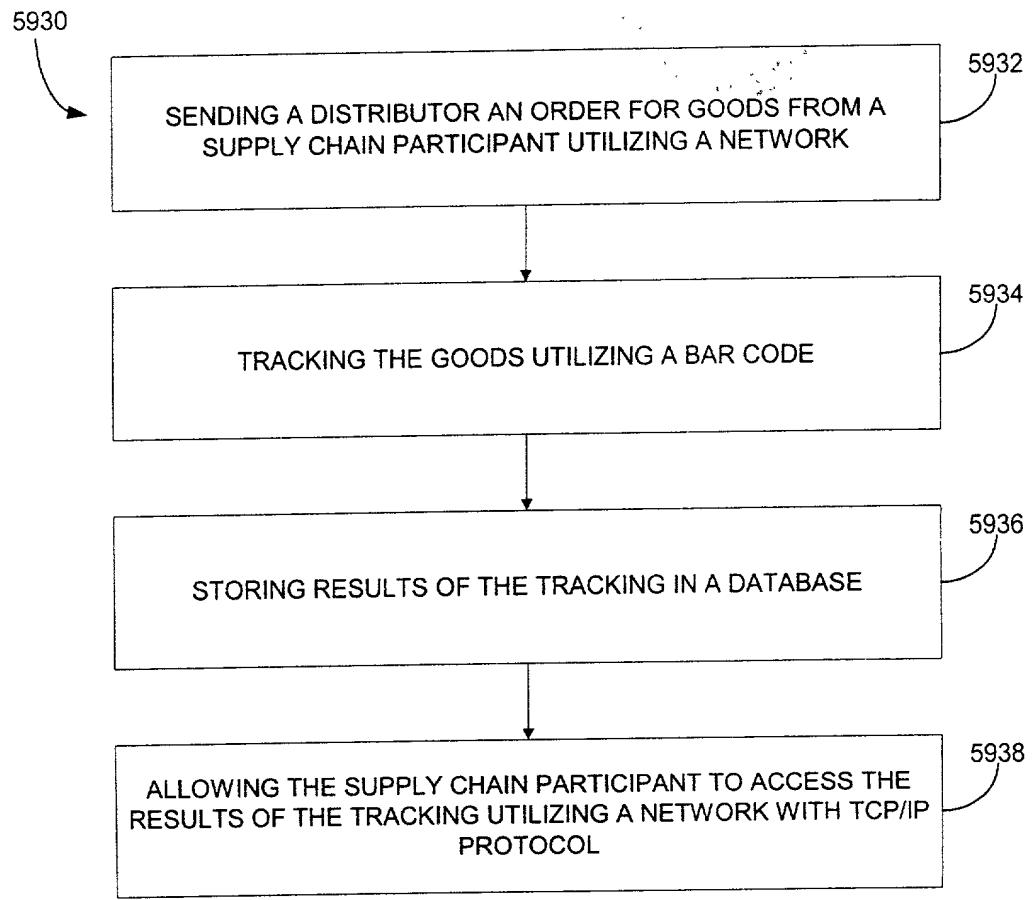
**FIG. 56**



**FIG. 57**

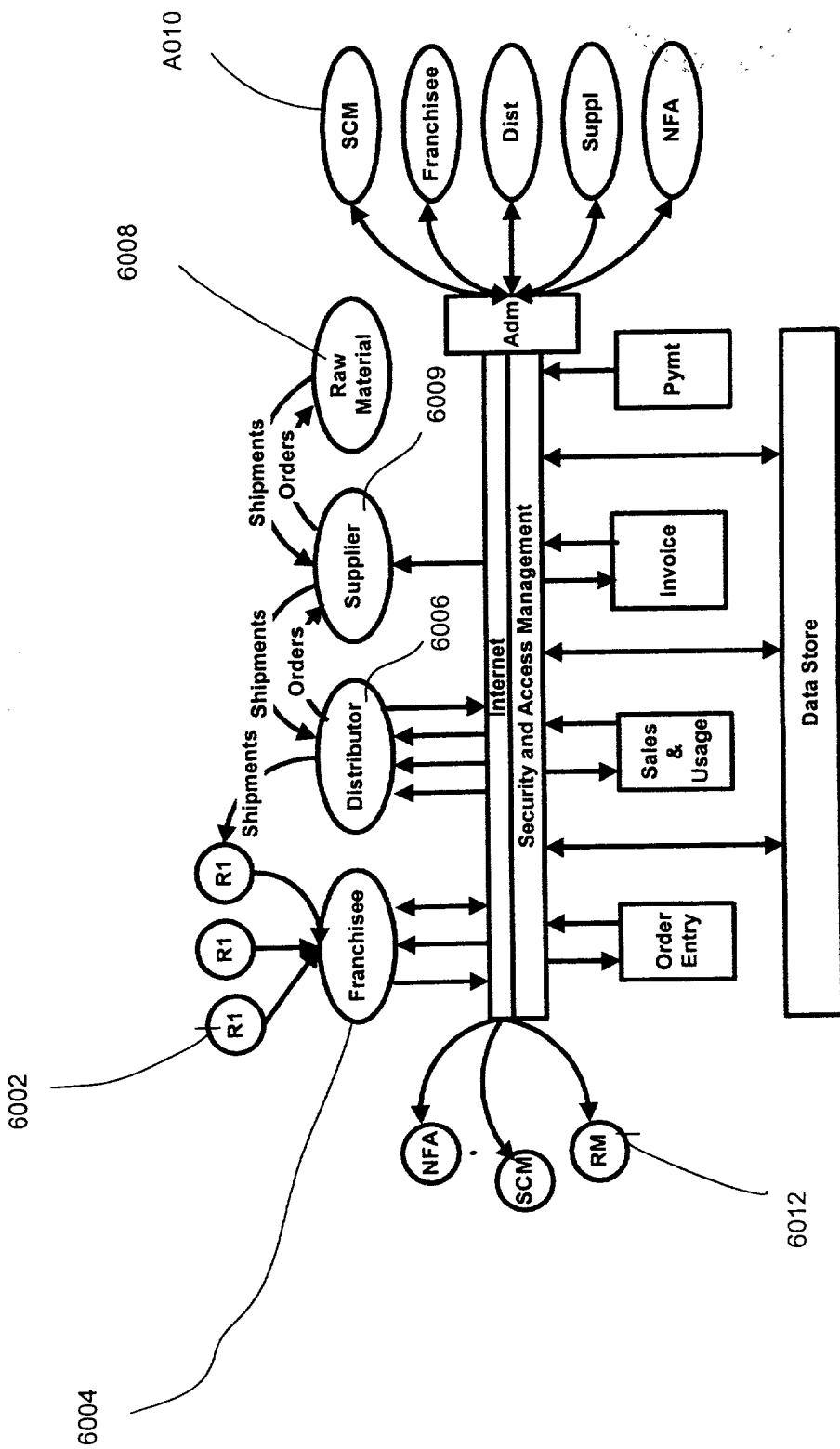
5808

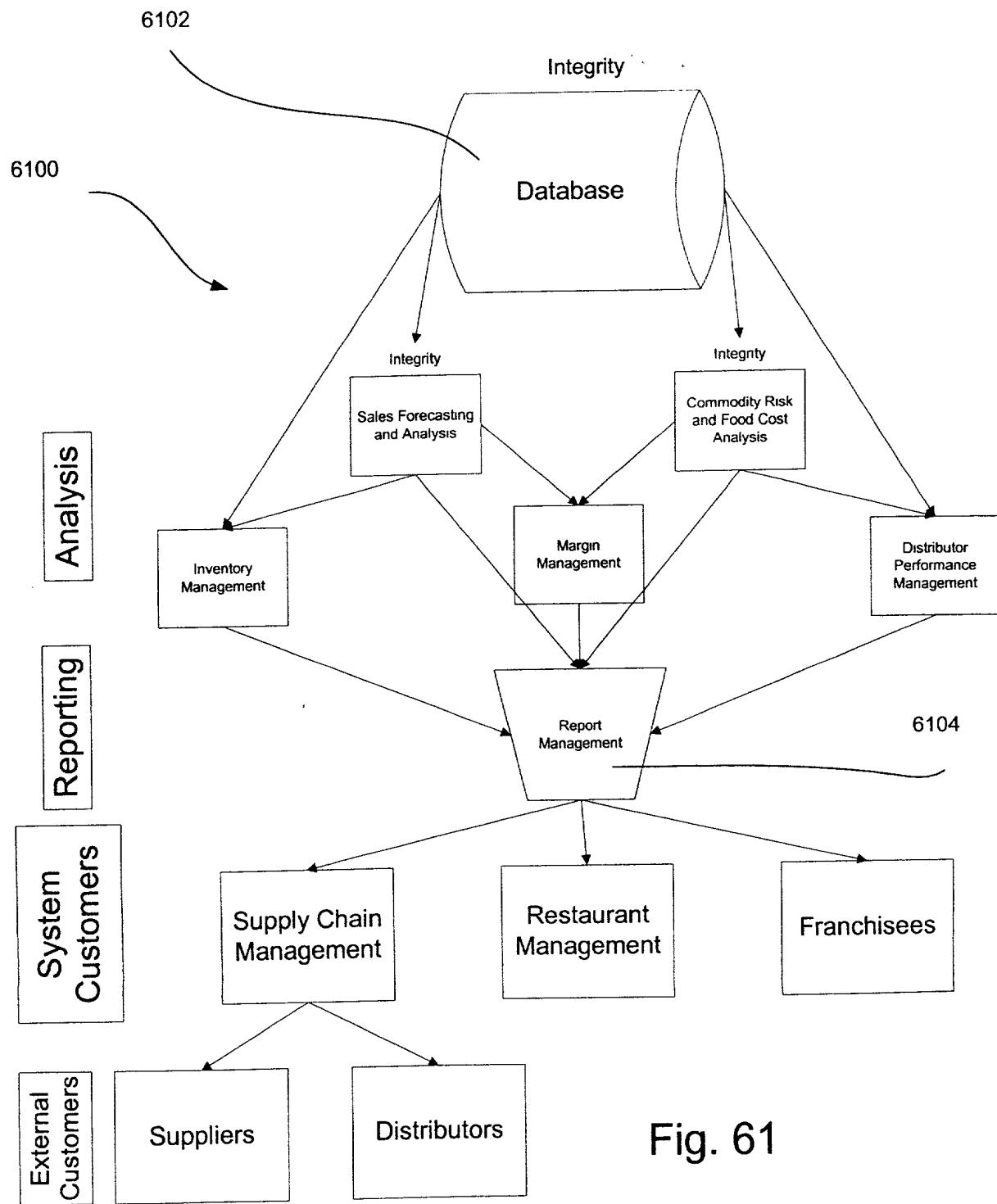
**Fig. 58**

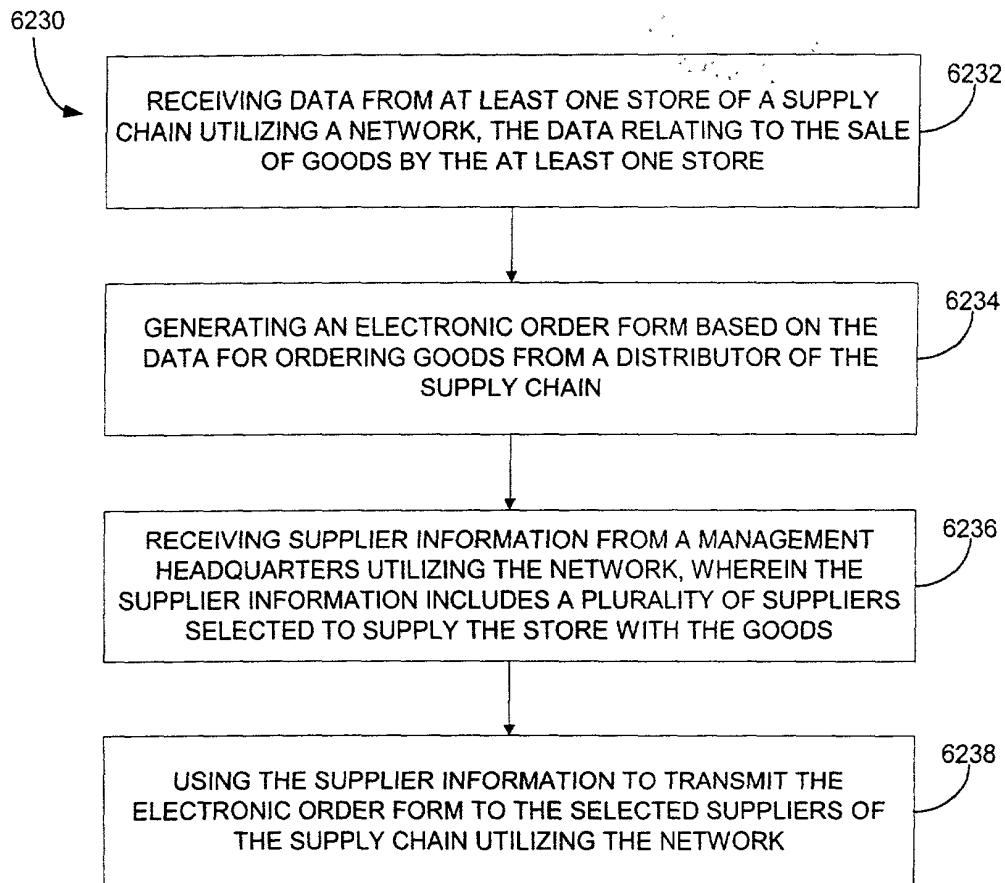


**FIG. 59**

**Fig. 60**







**FIG. 62**

6300

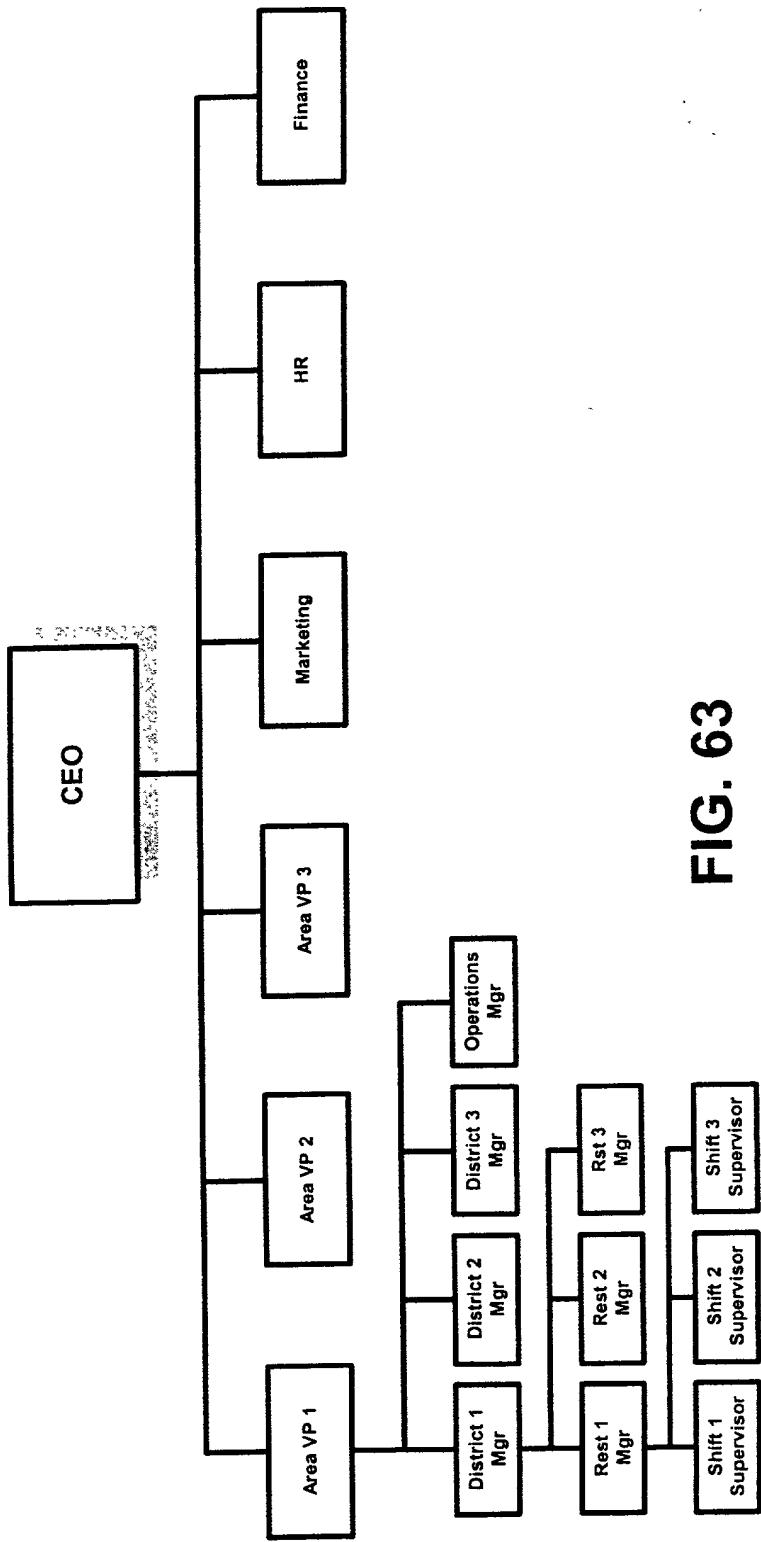
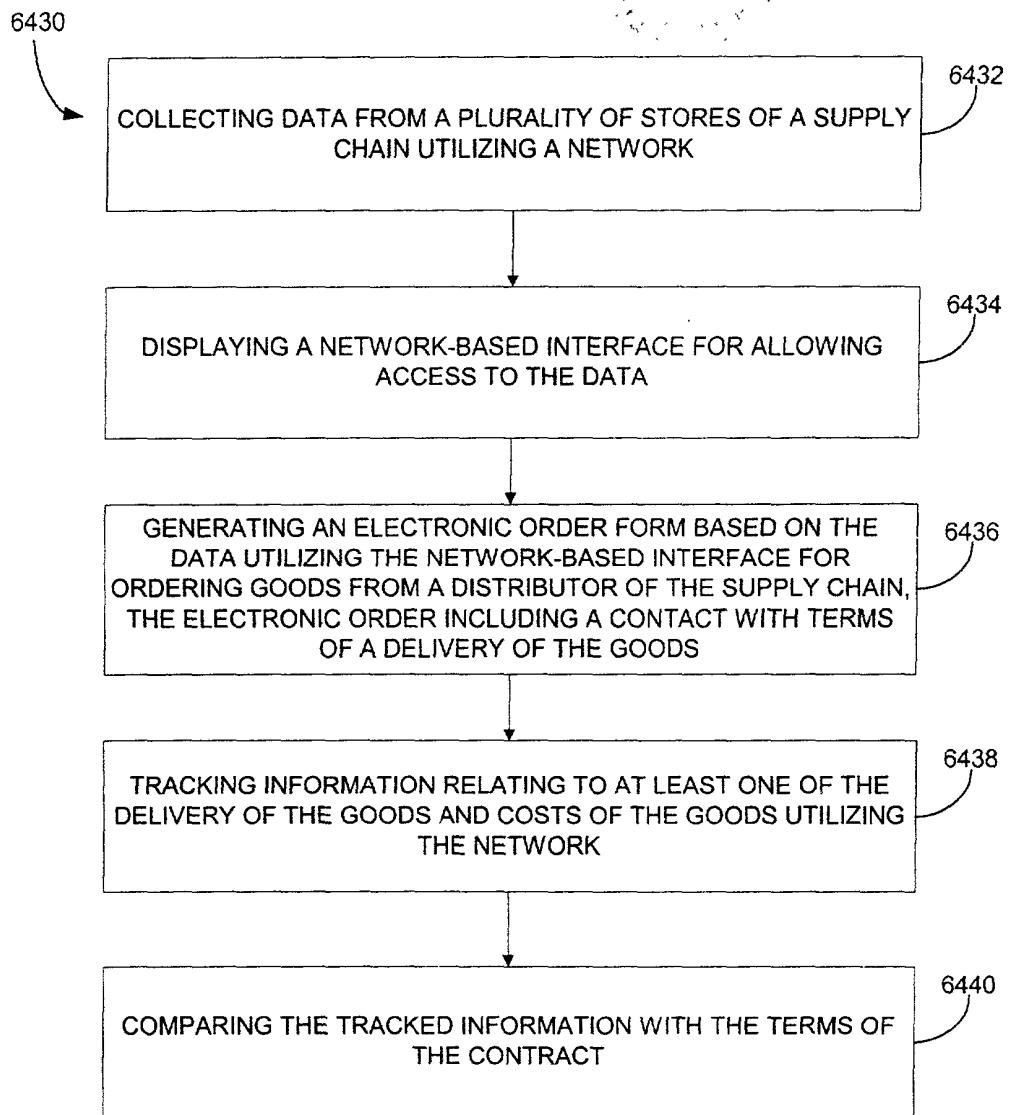
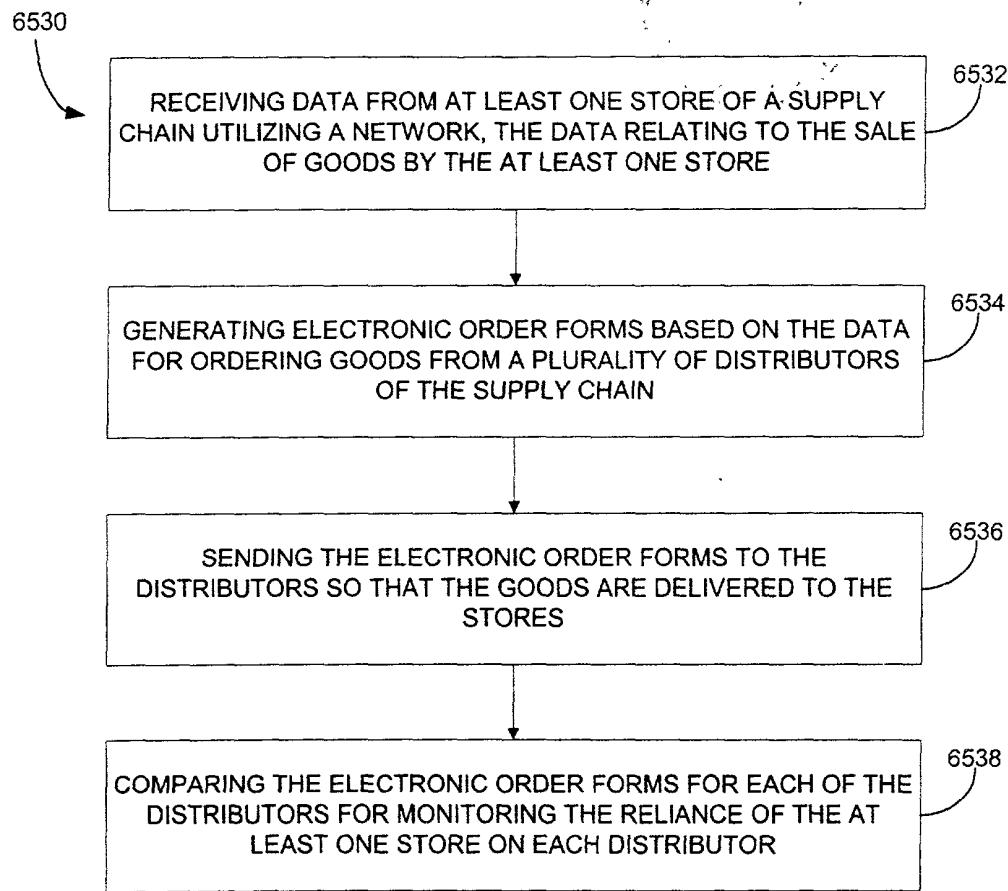


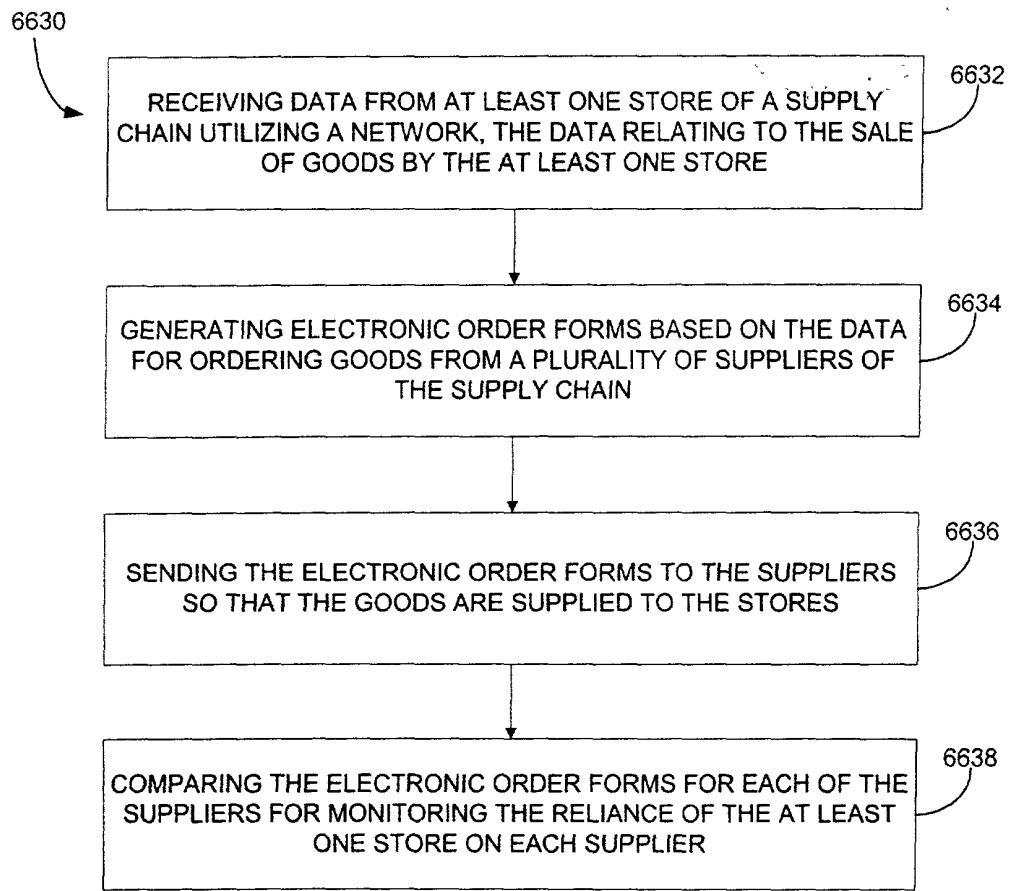
FIG. 63



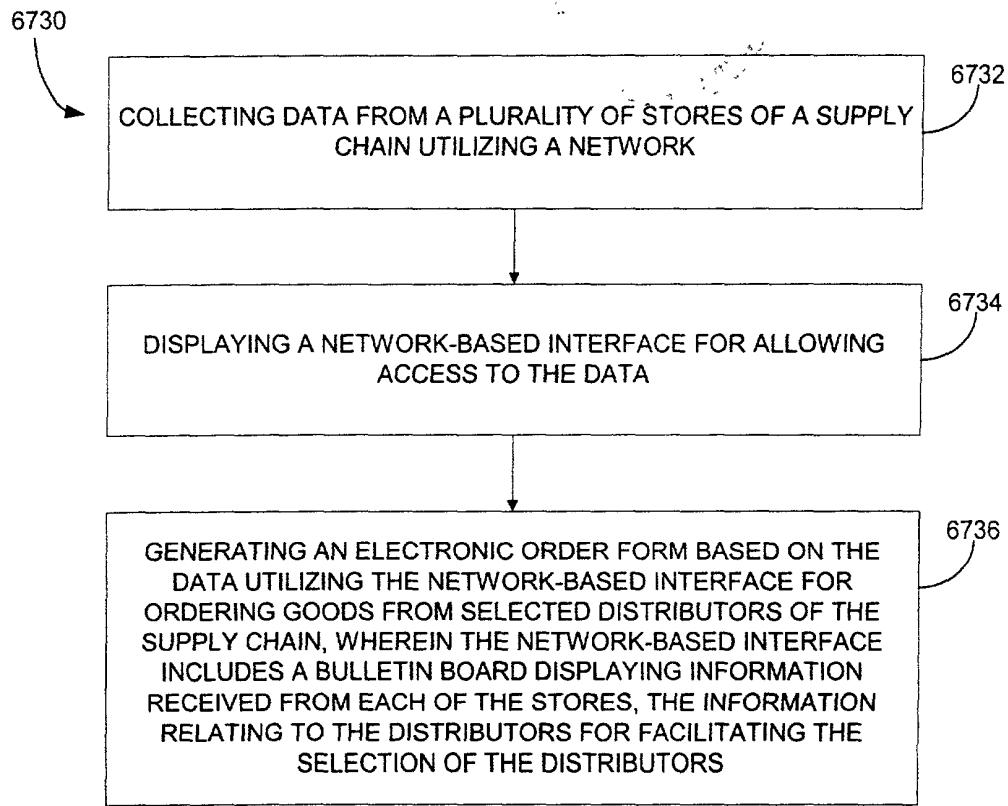
**FIG. 64**



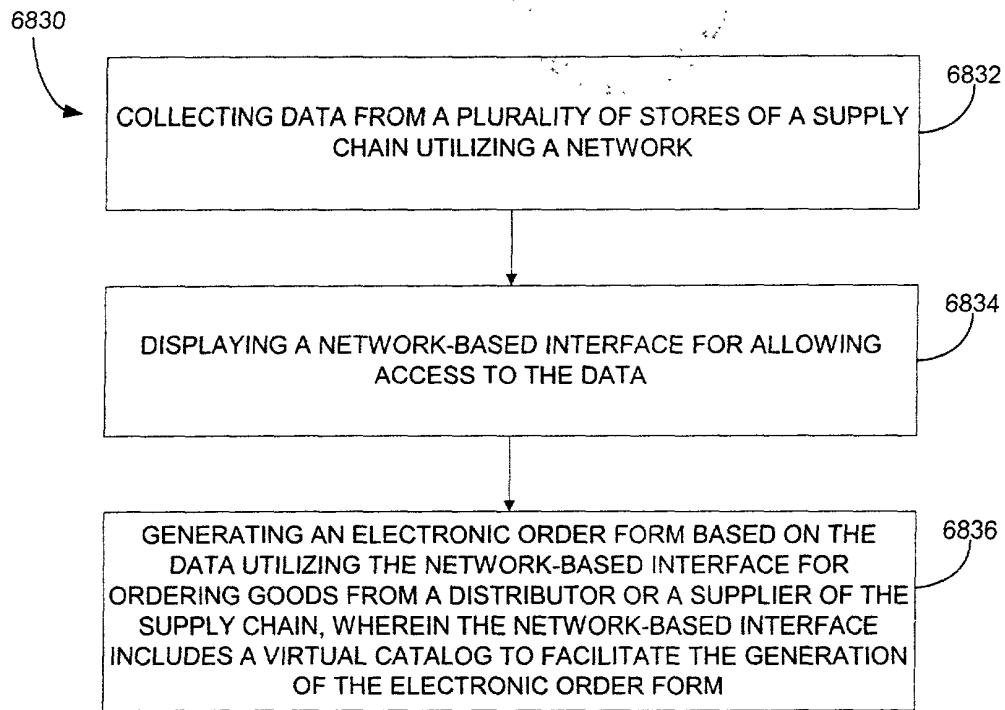
**FIG. 65**



**FIG. 66**

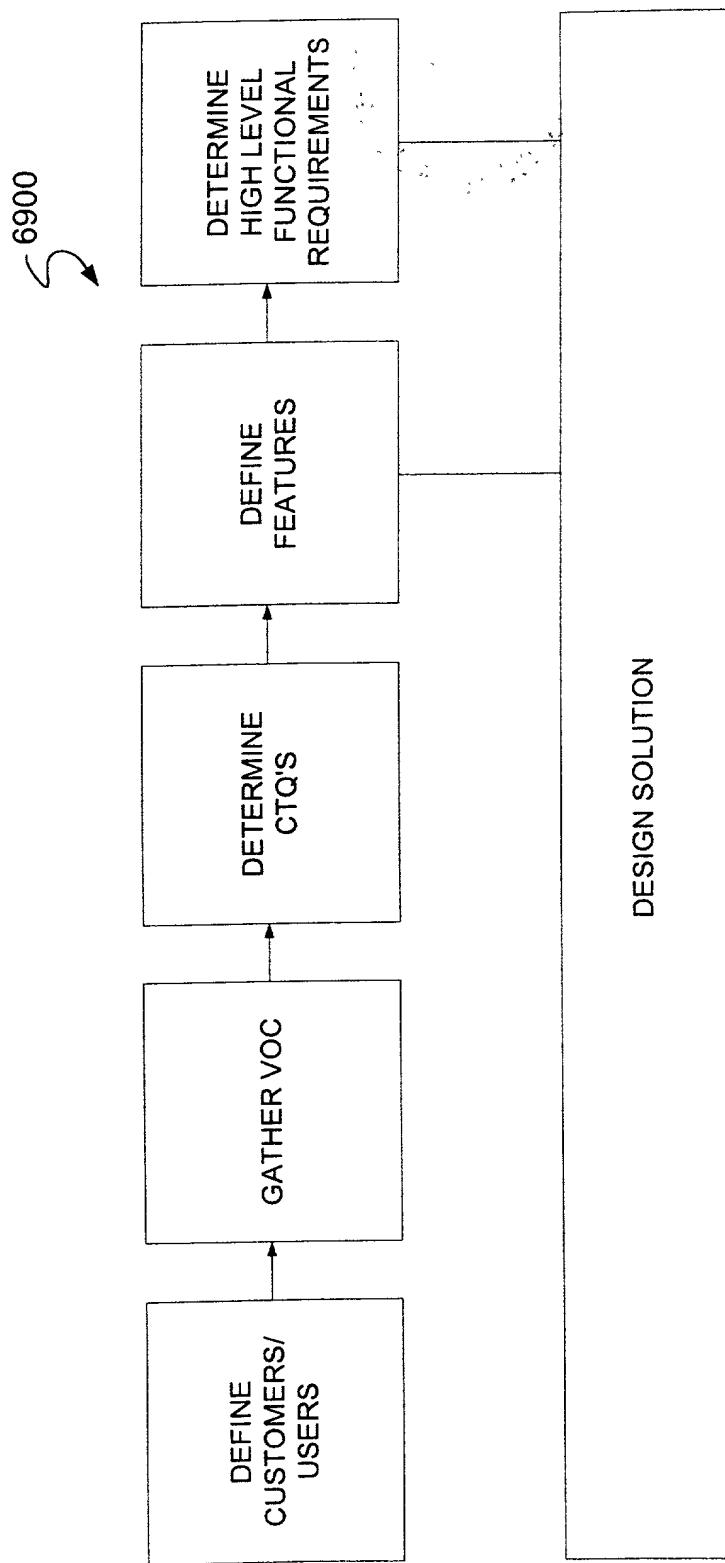


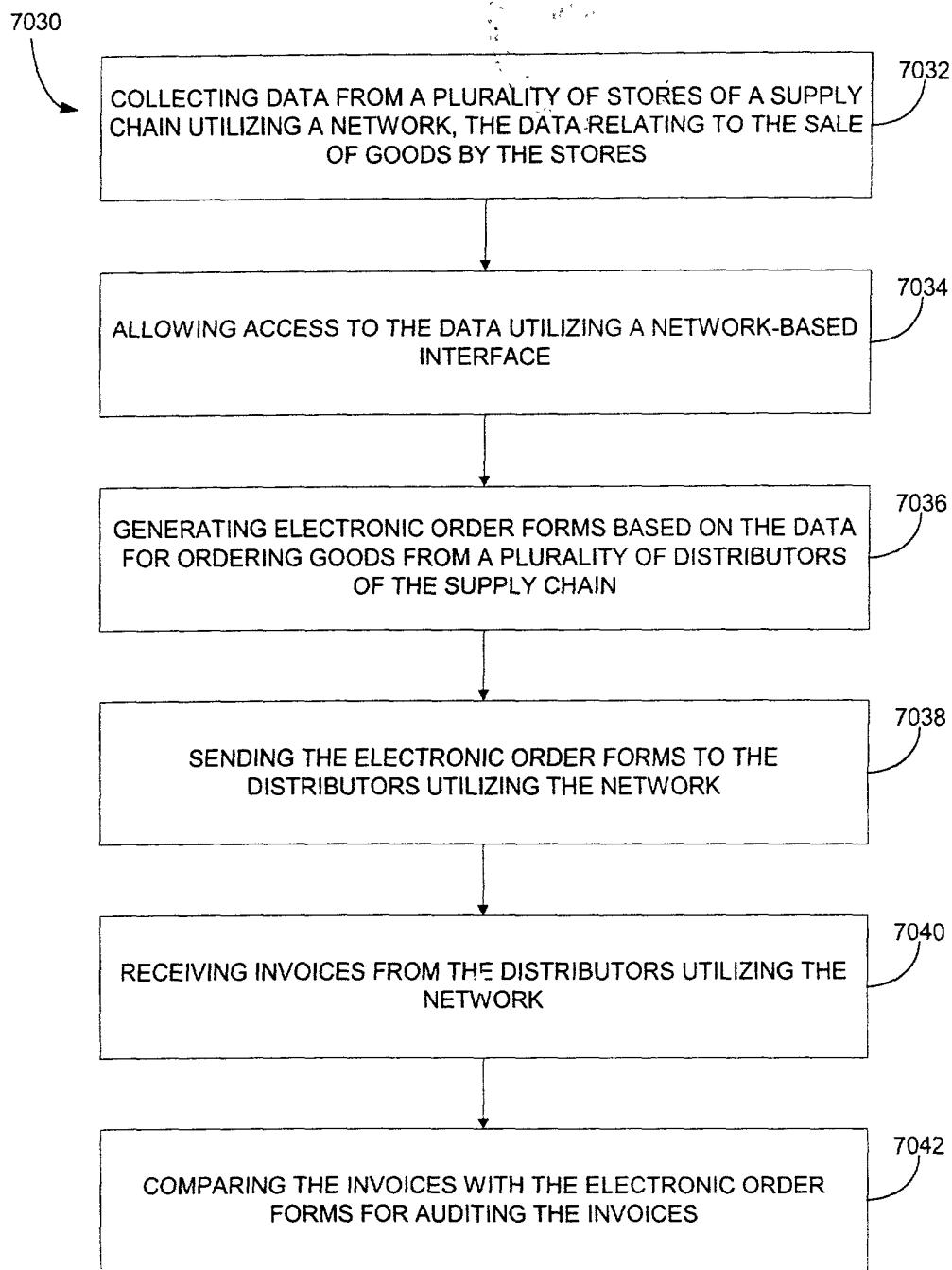
**FIG. 67**

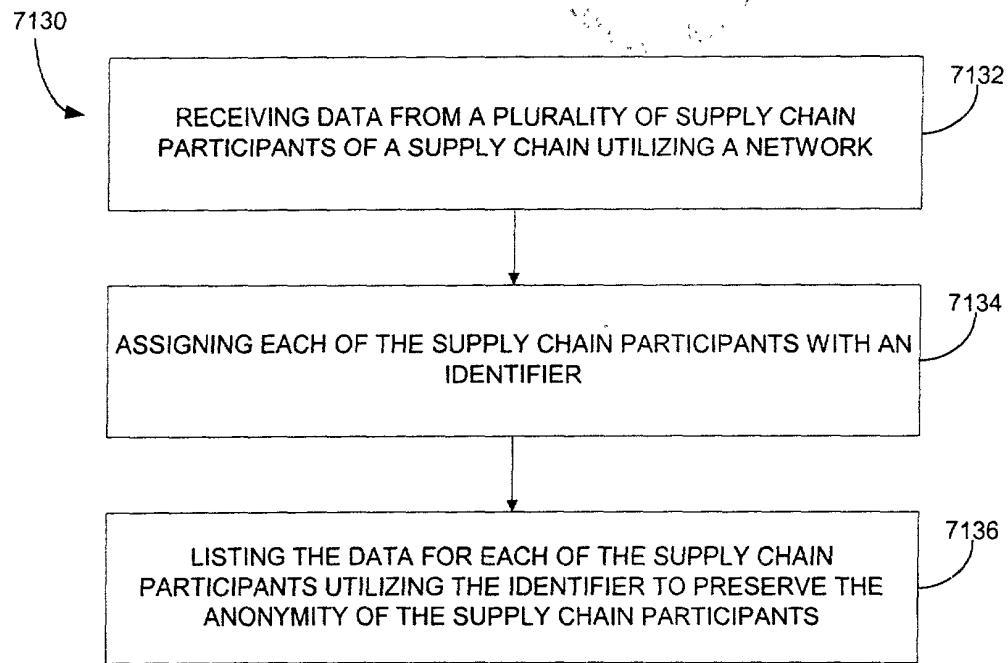


**FIG. 68**

**FIG. 69**



**FIG. 70**



**FIG. 71**

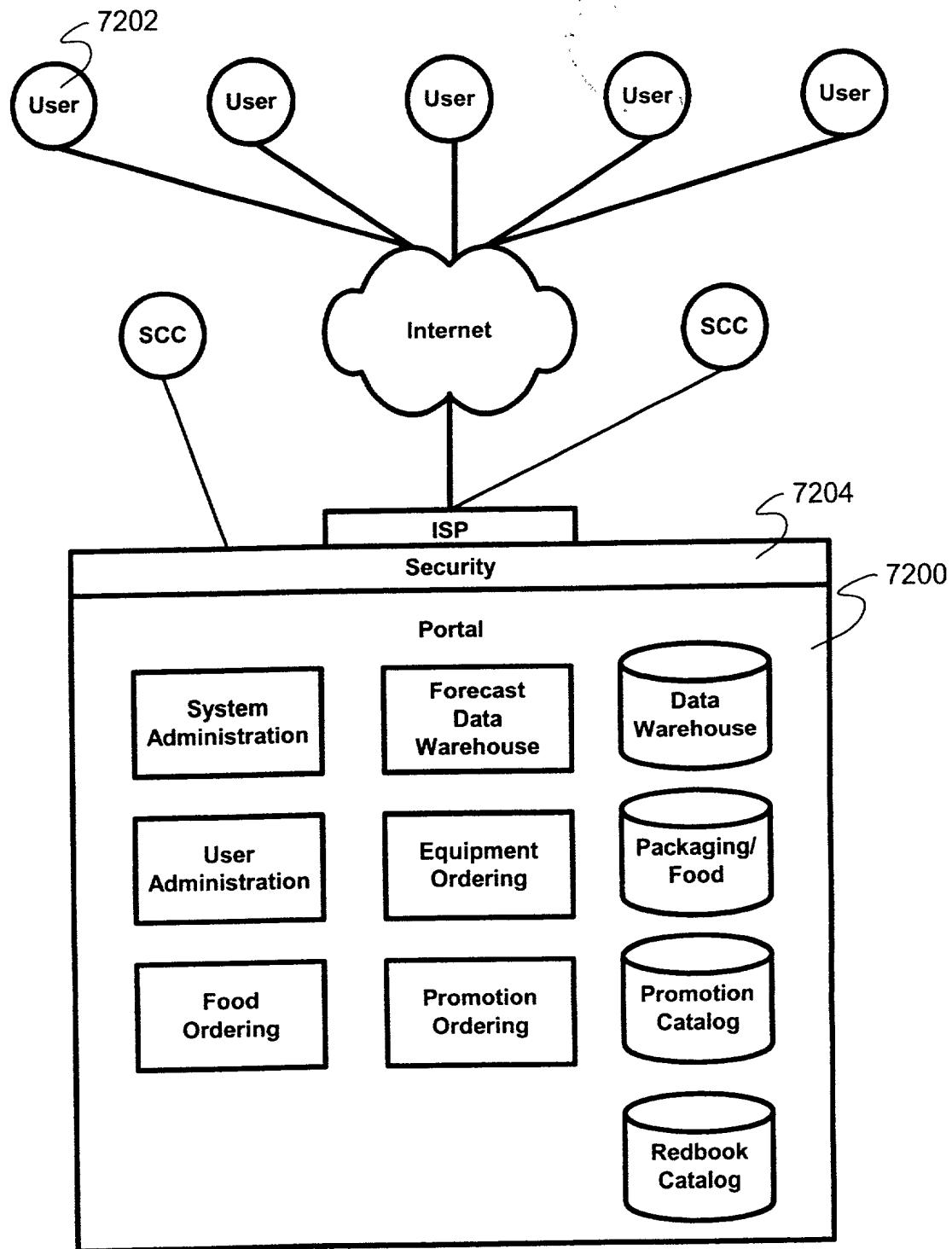
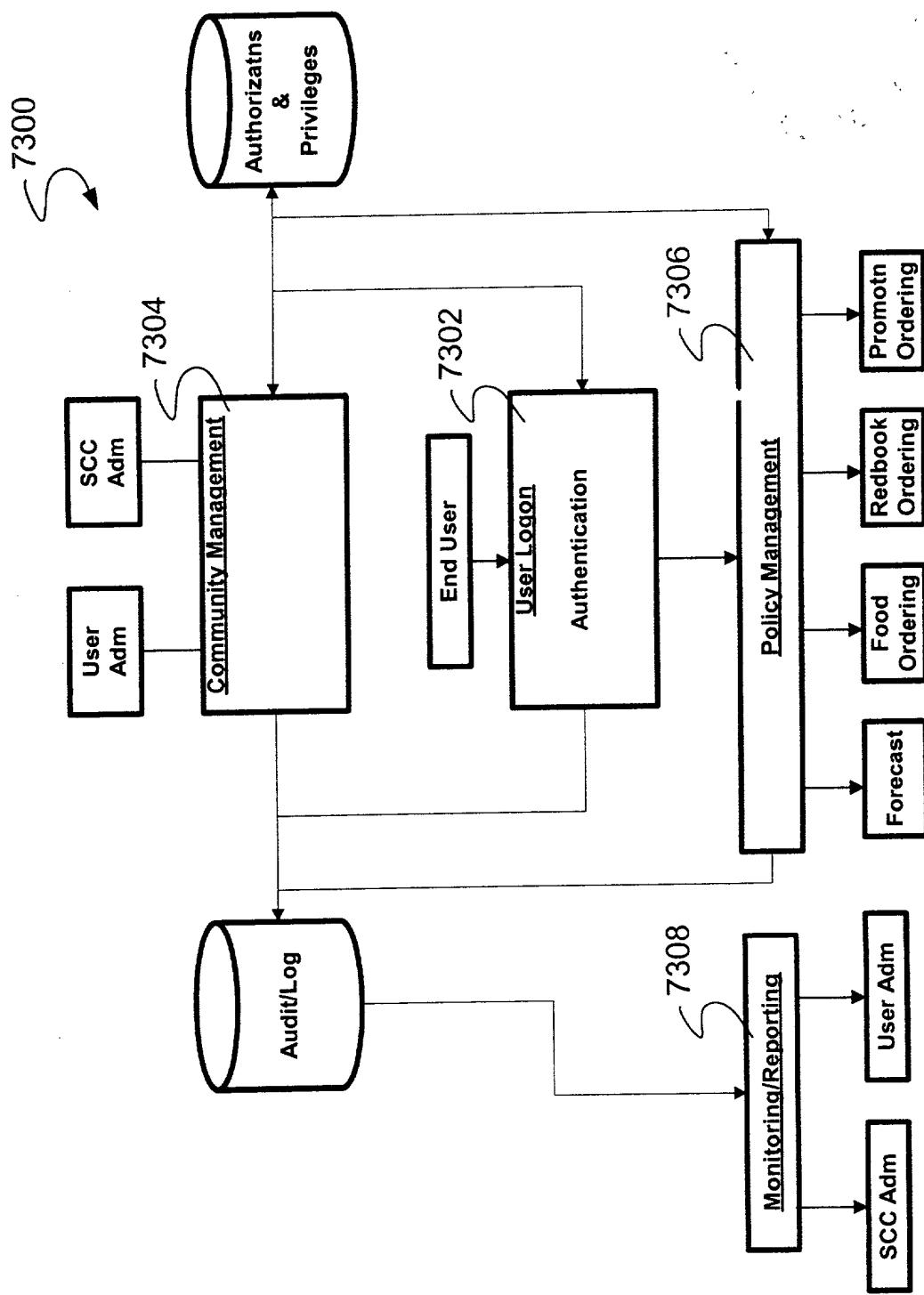
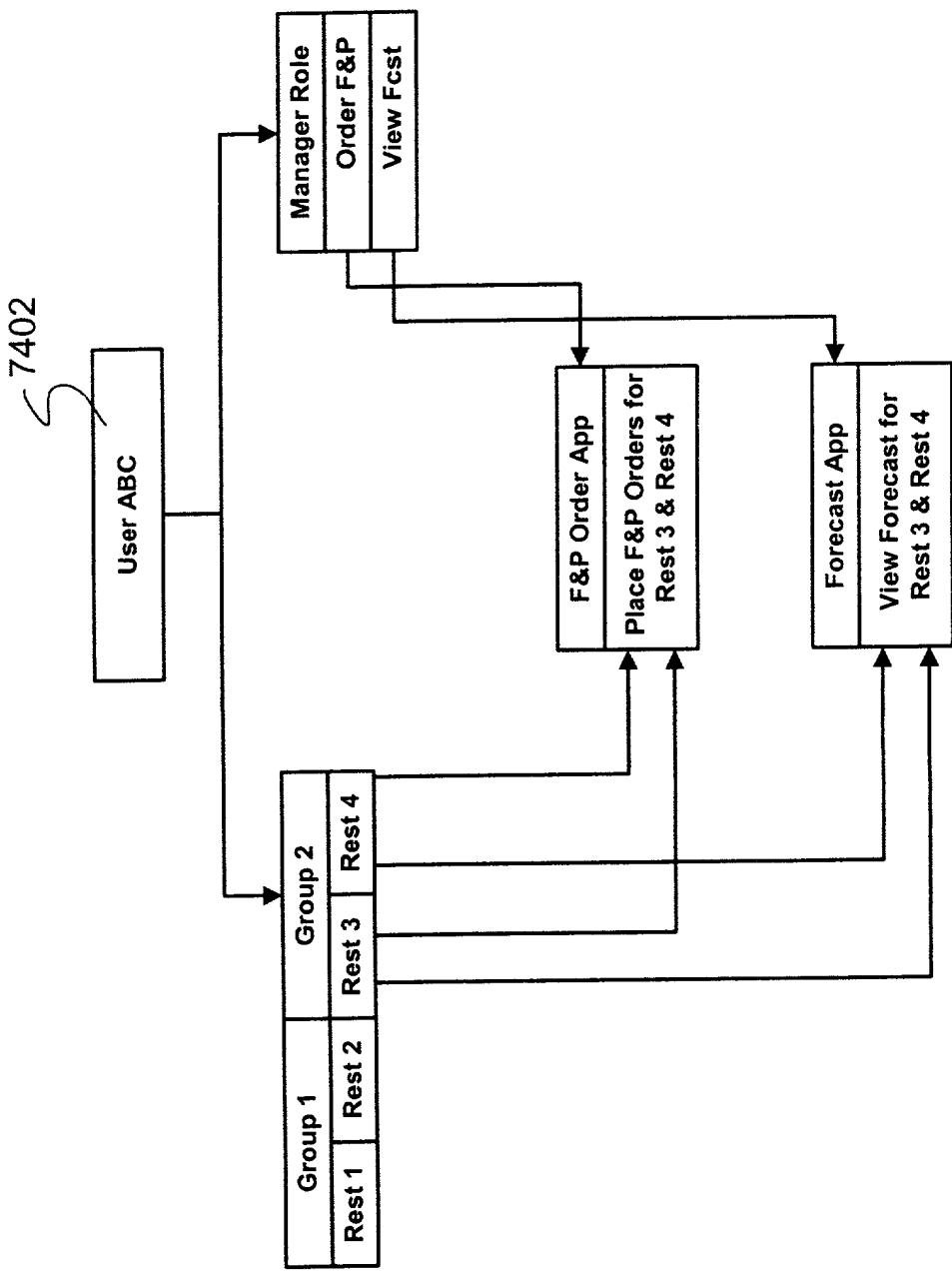


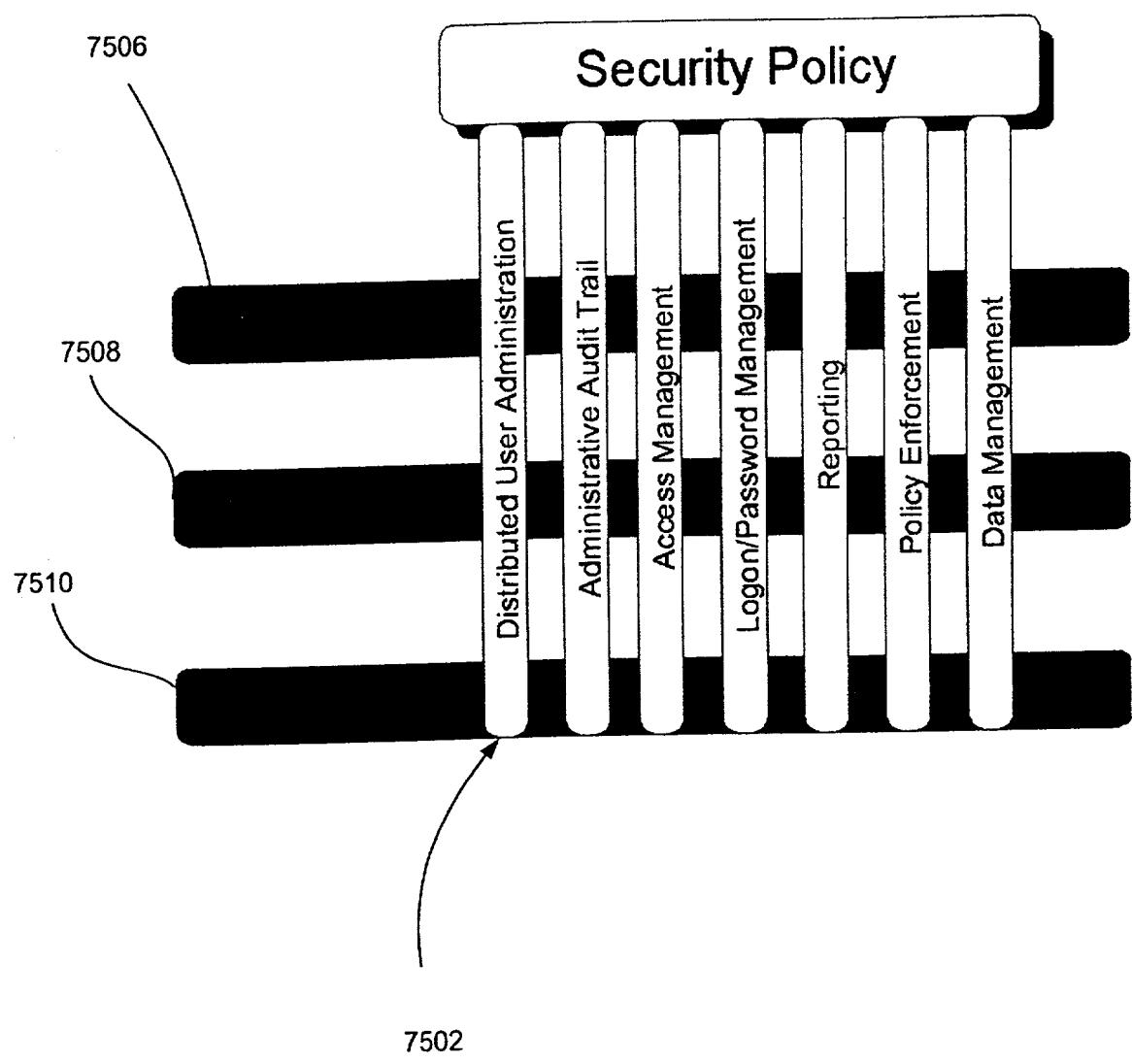
FIG. 72

**FIG. 73**

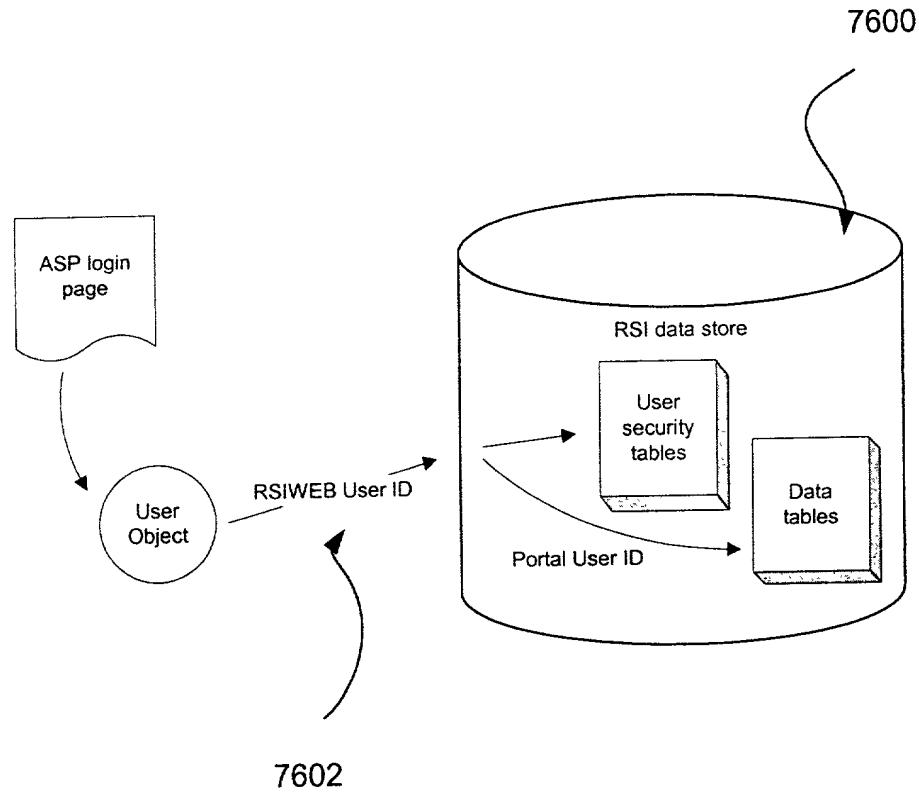


**FIG. 74**





**Fig. 75**



**Fig. 76**

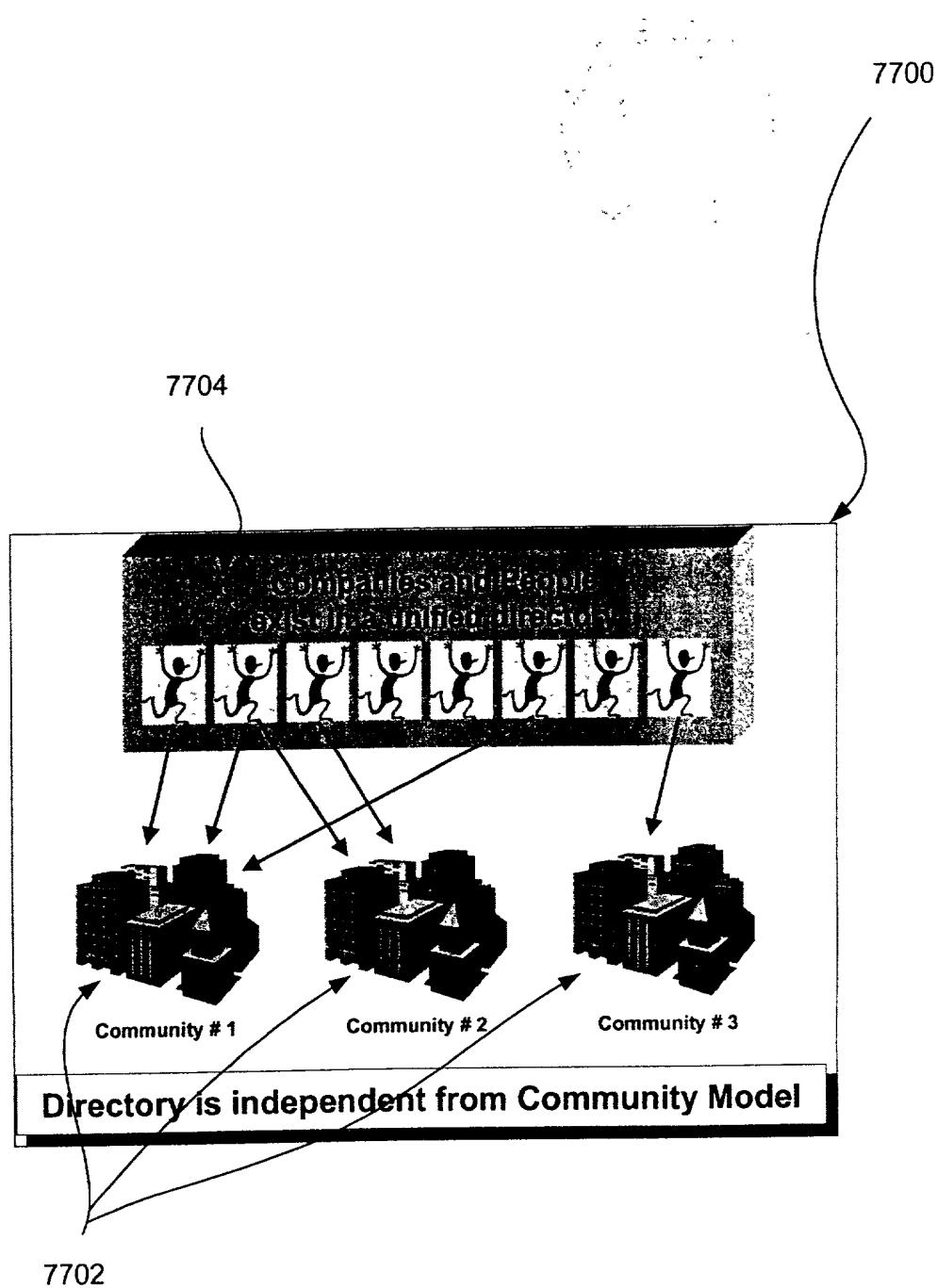
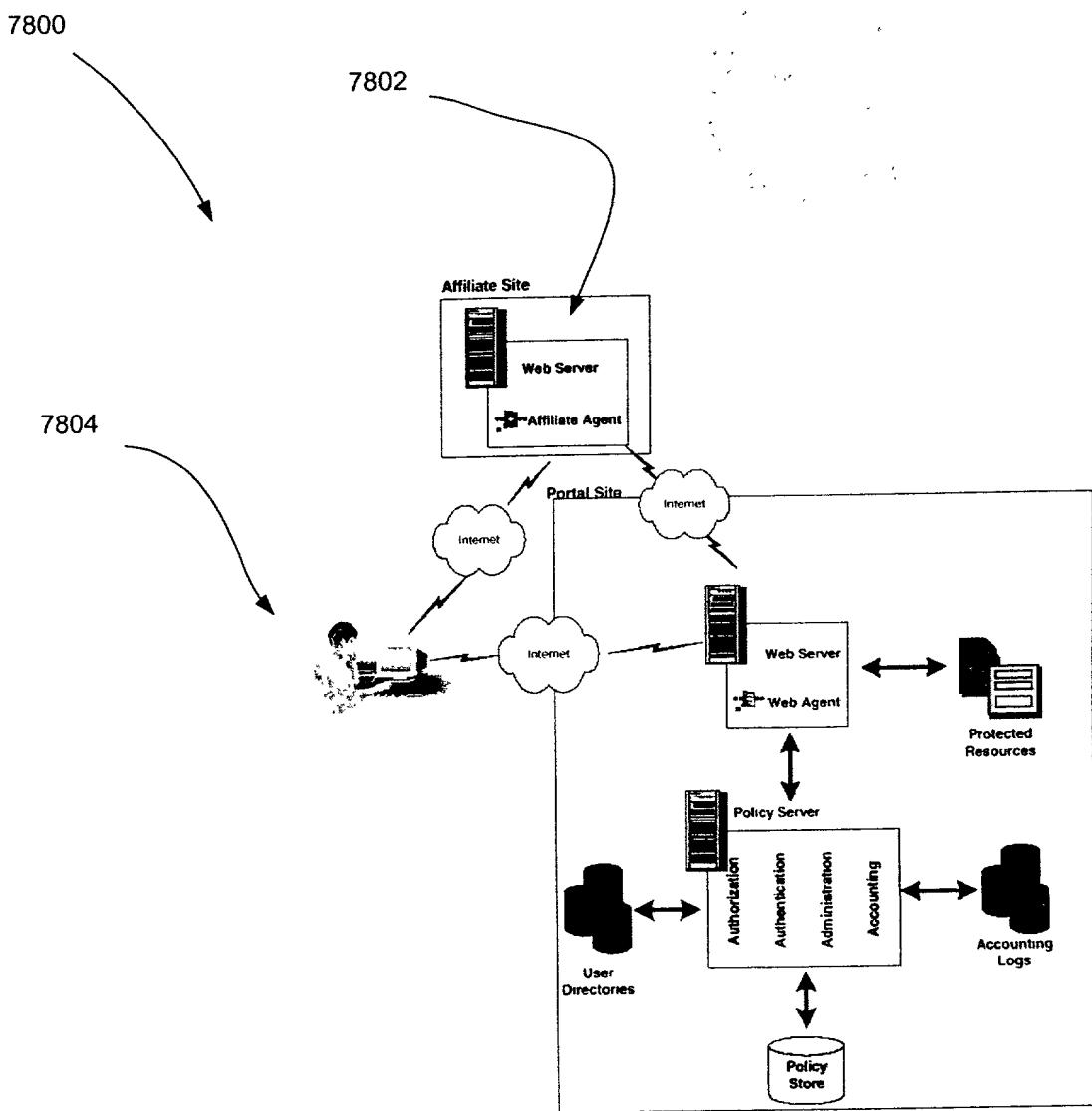


Fig. 77



**Fig. 78**

7900

7902

### Policy-Based Web Security Model

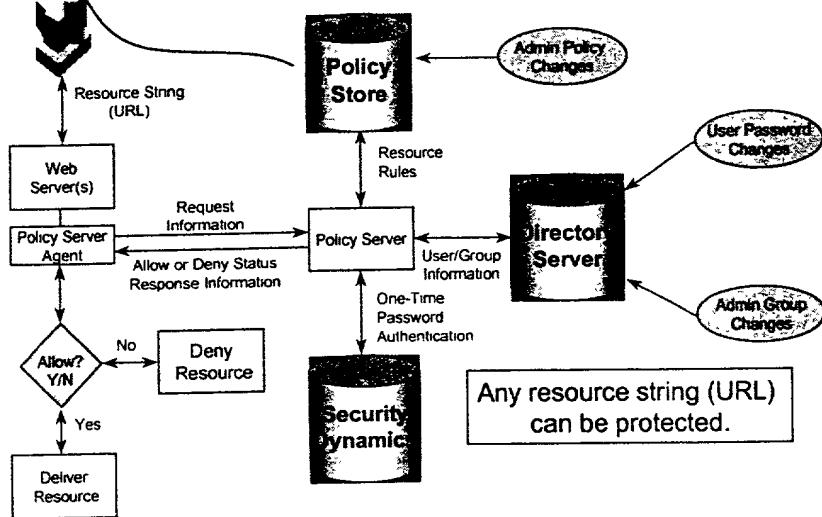
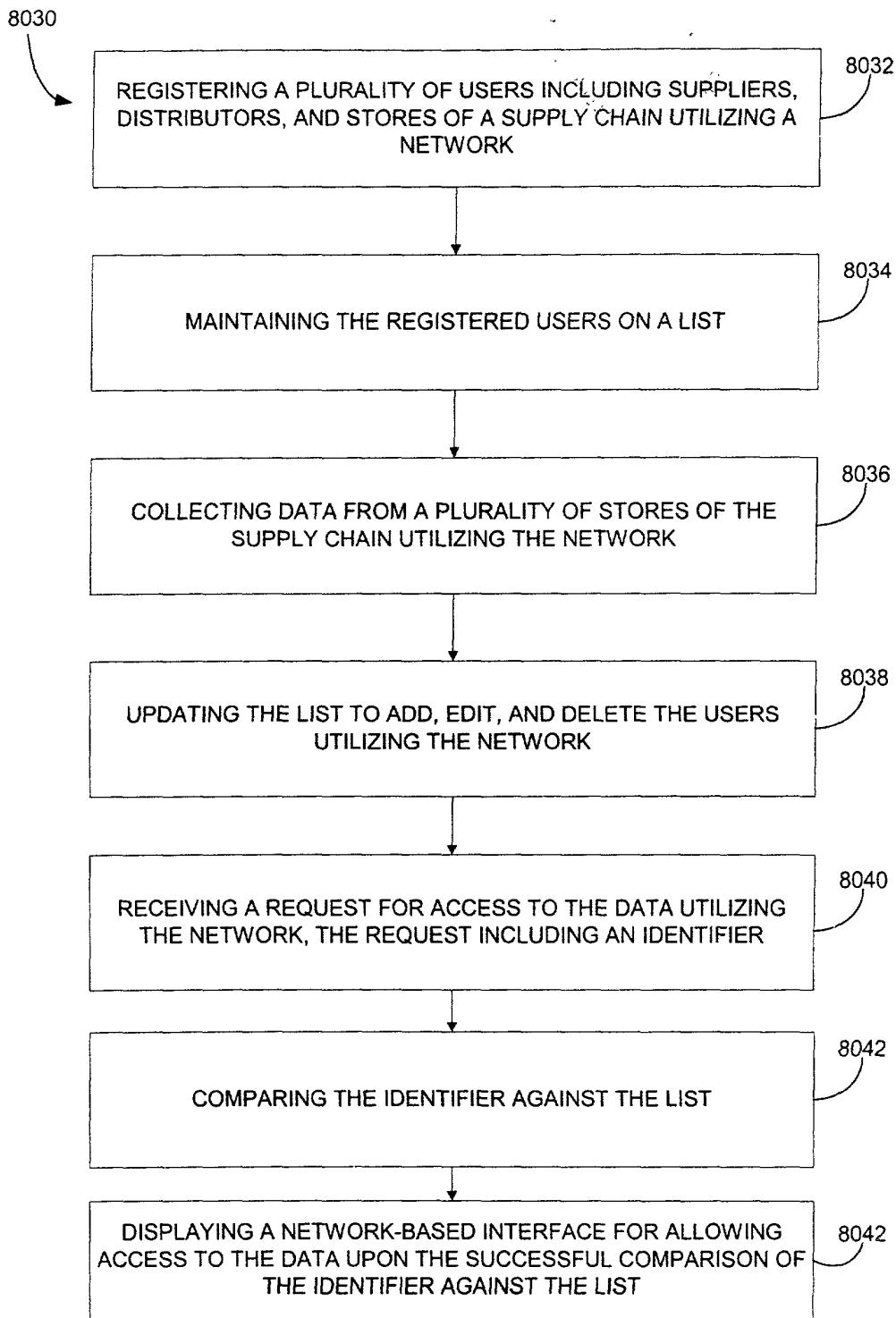
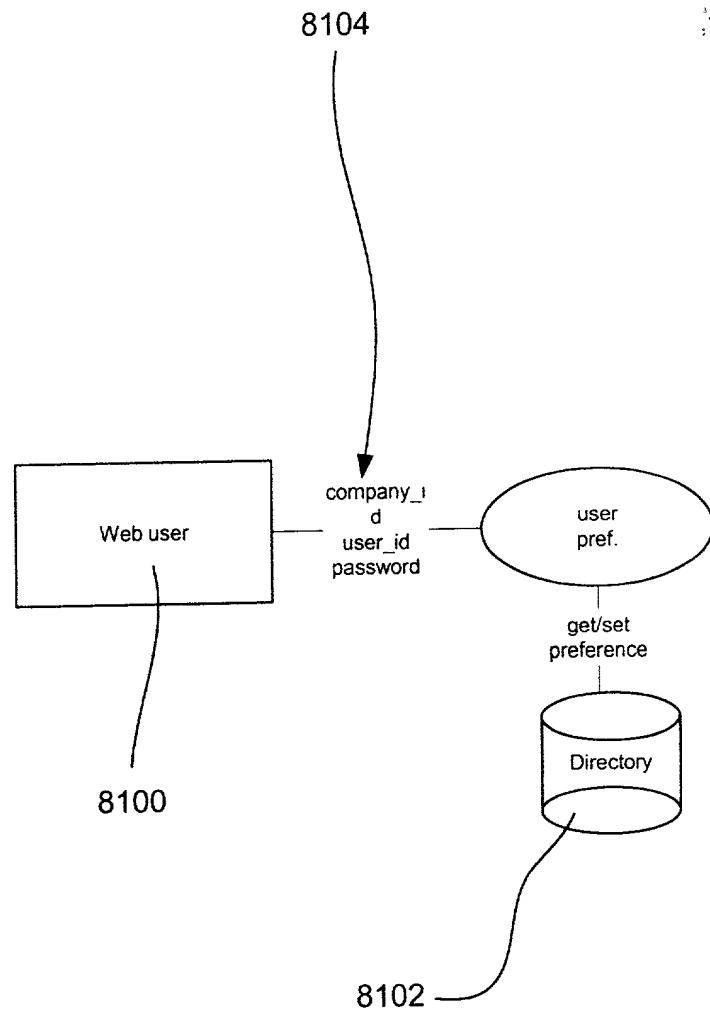


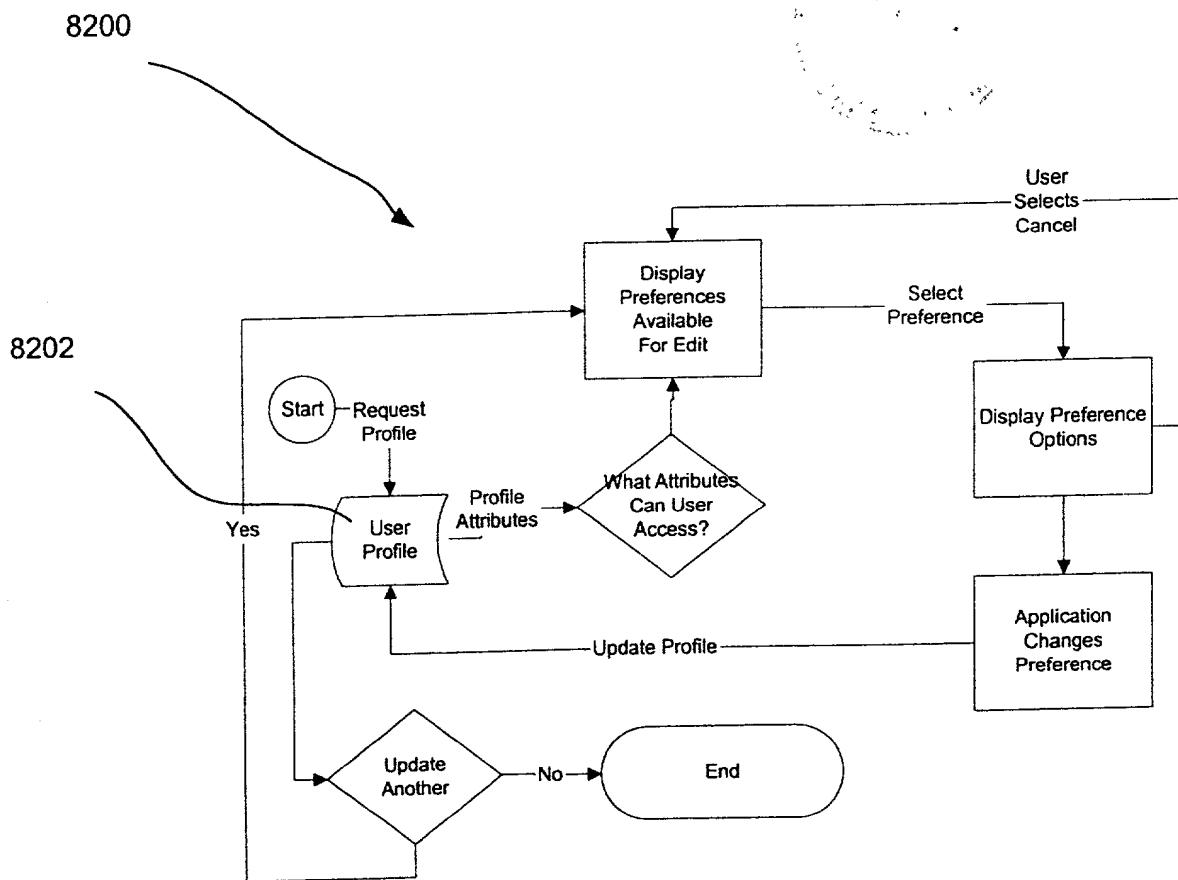
Fig. 79



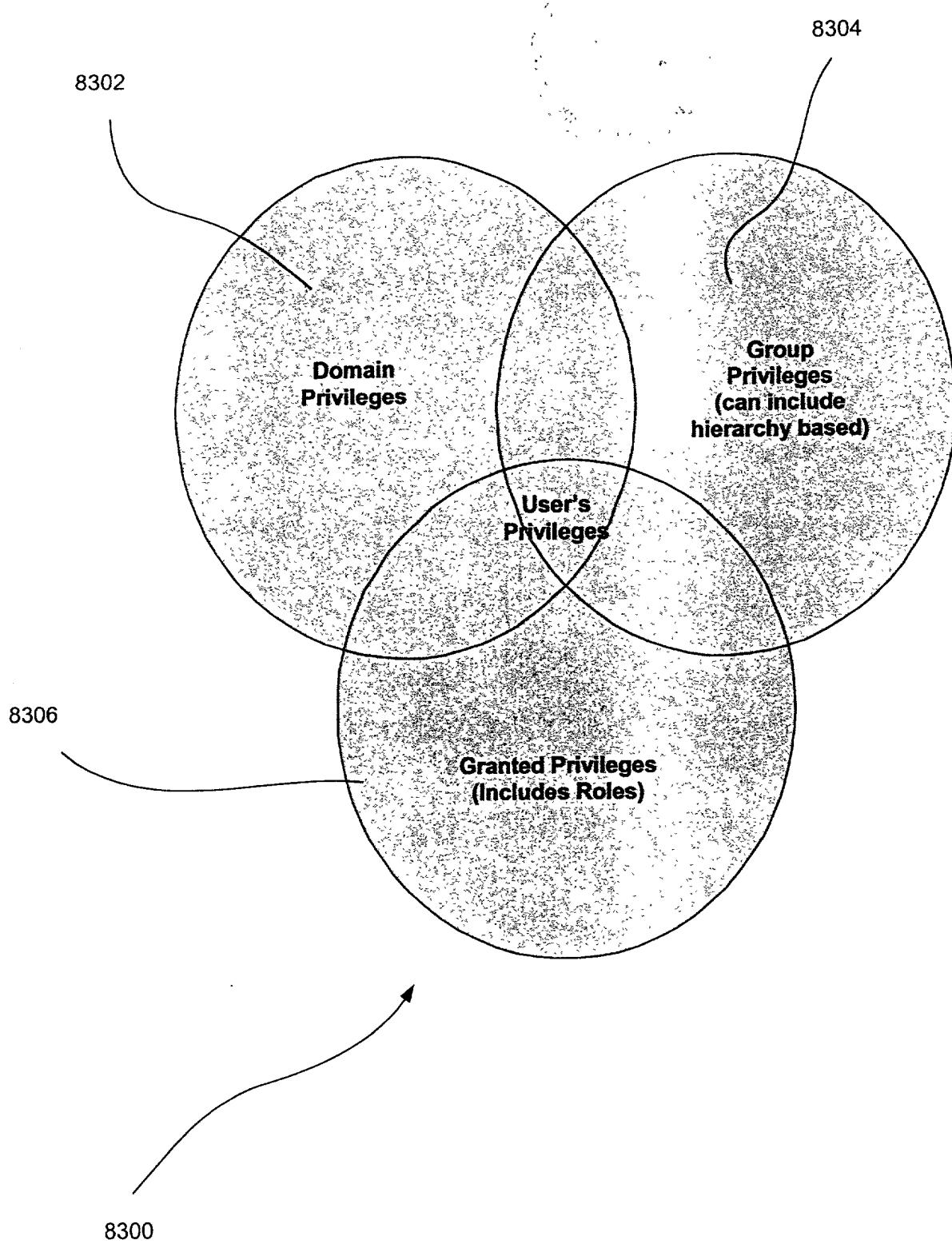
**FIG. 80**



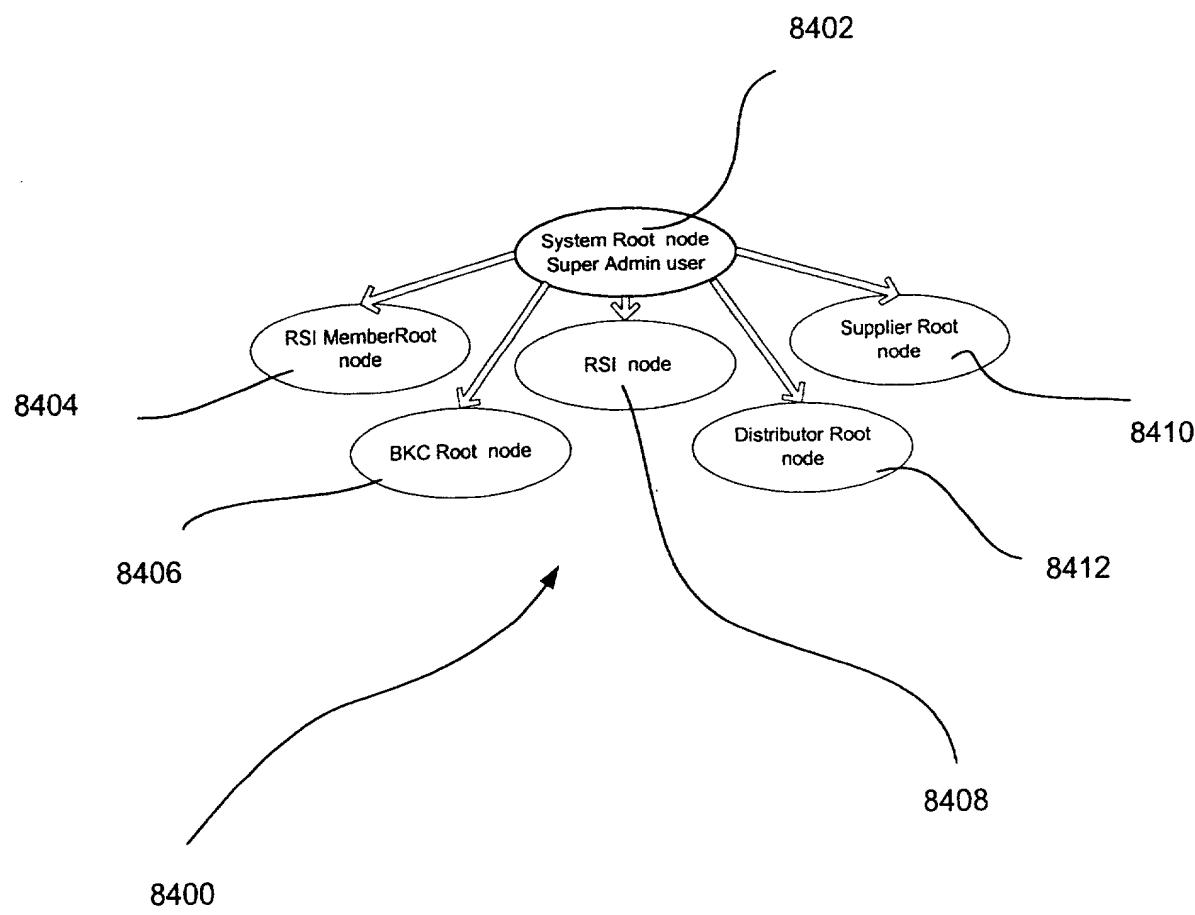
**Fig. 81**



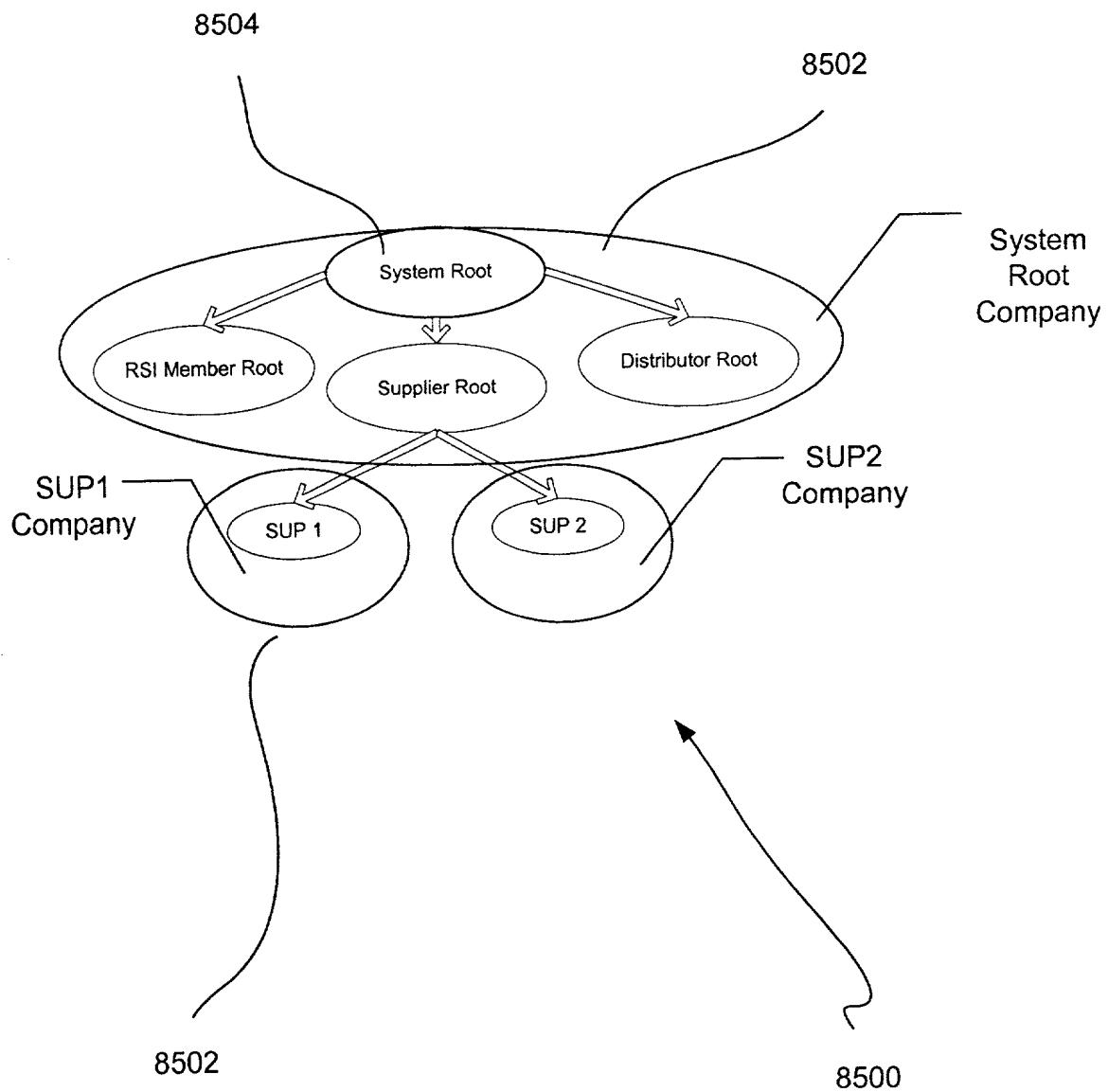
**Fig. 82**



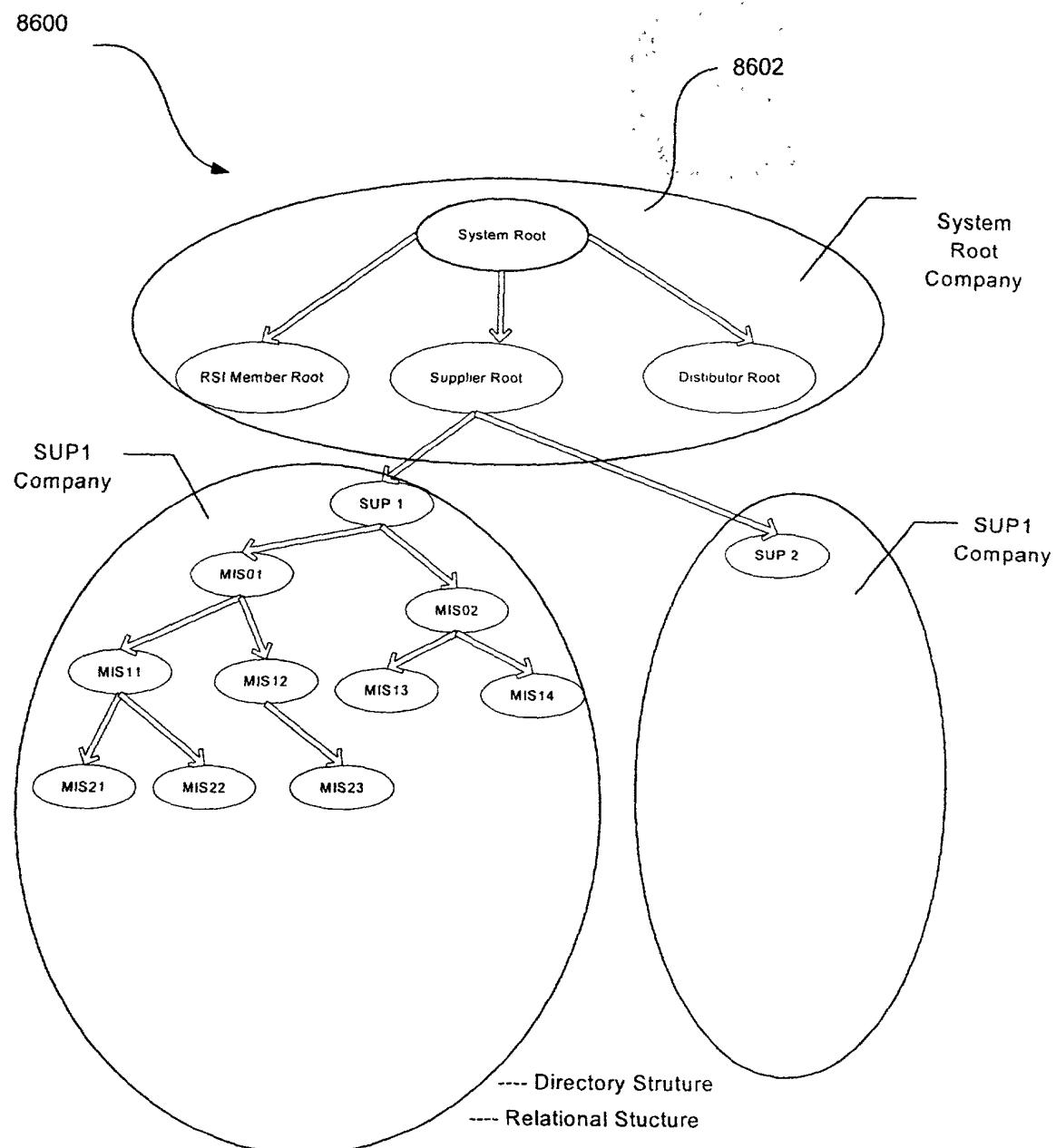
**Fig. 83**



**Fig. 84**



**Fig. 85**



**Fig. 86**

8700

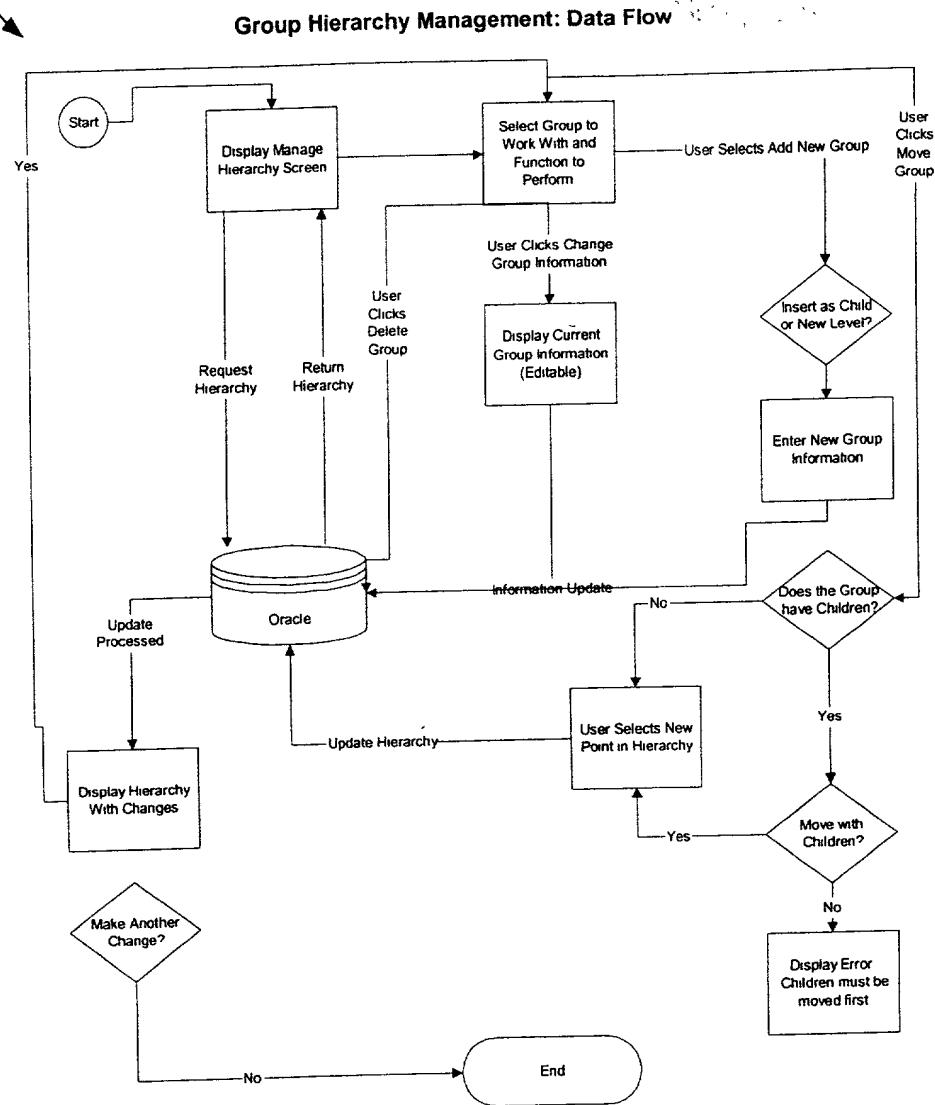
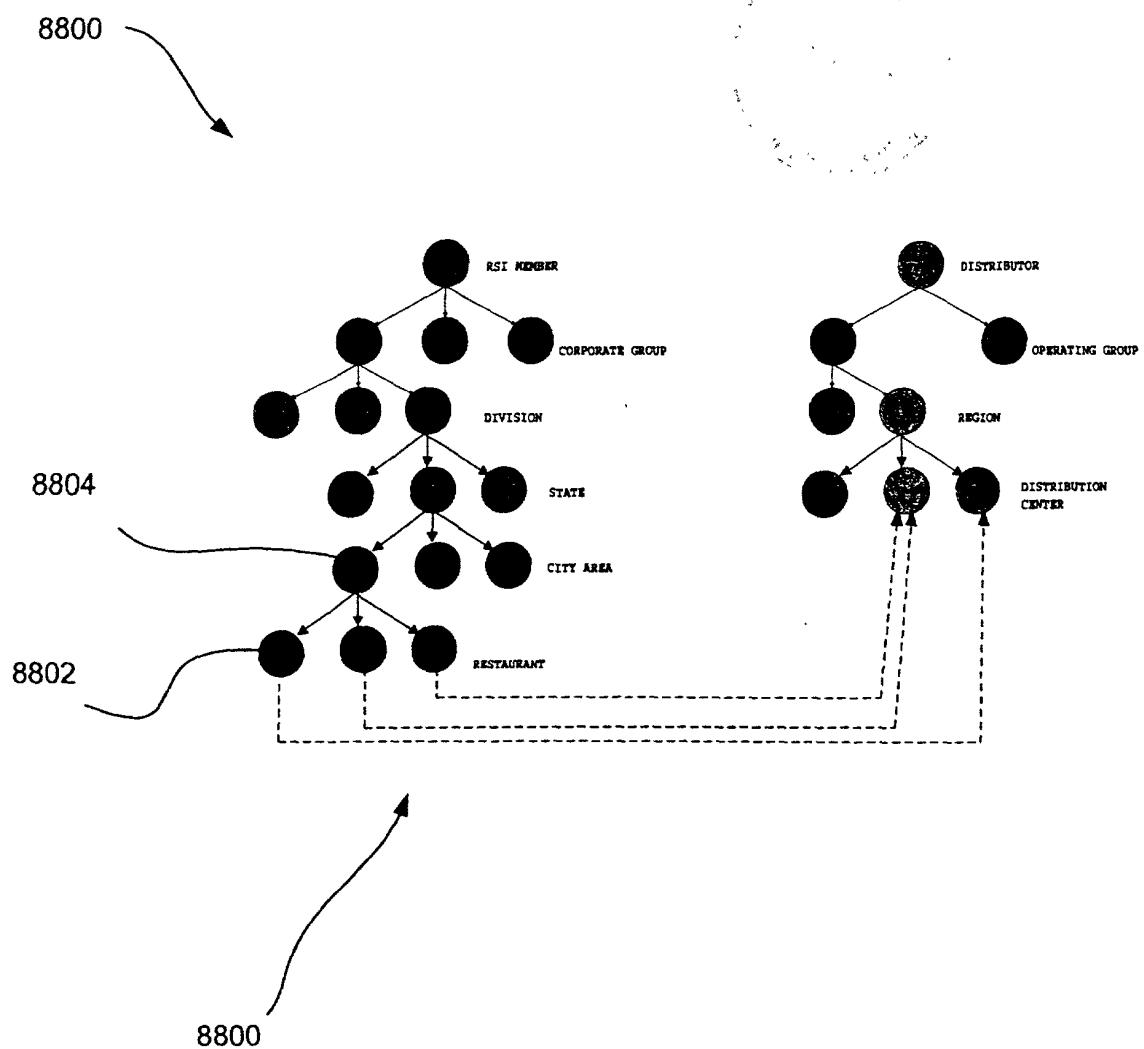


Fig. 87



**Fig. 88**

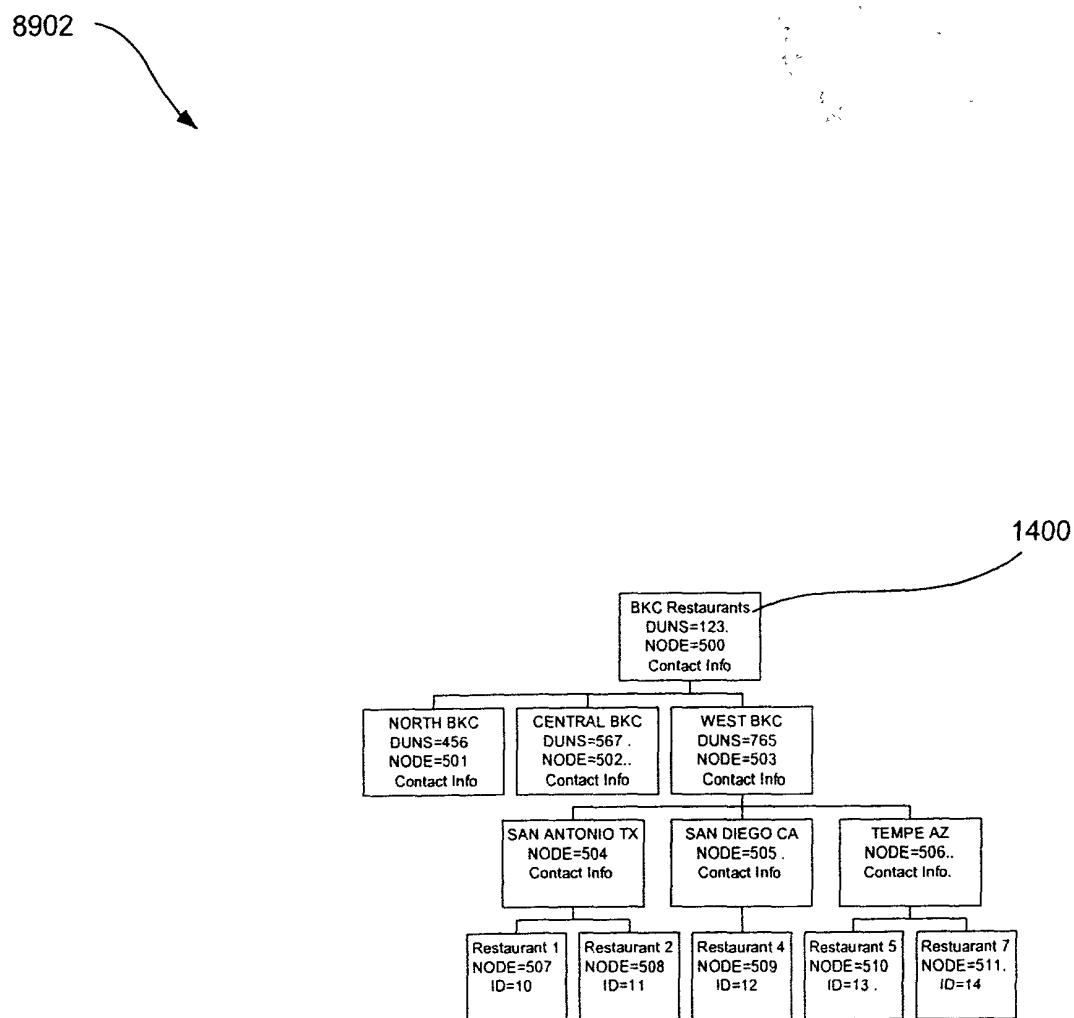
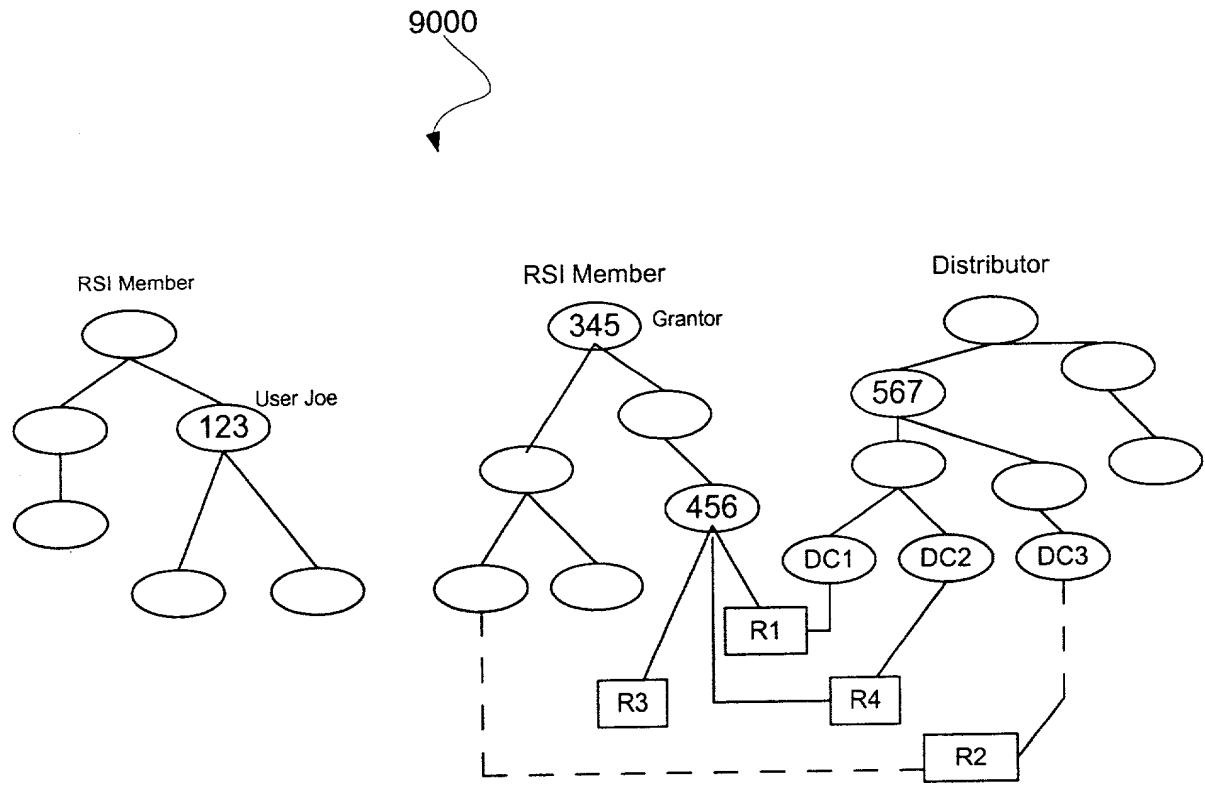
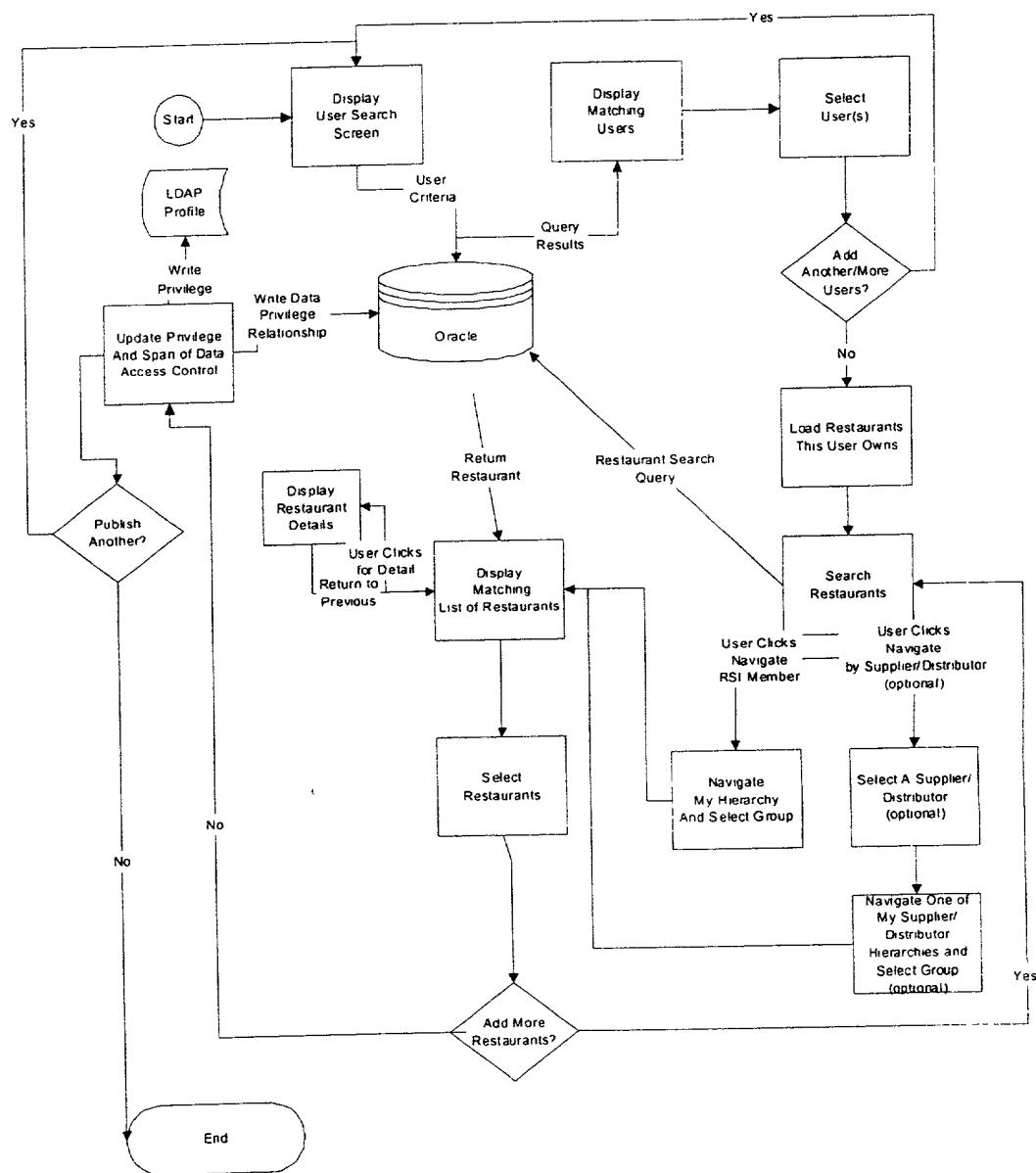


Fig. 89

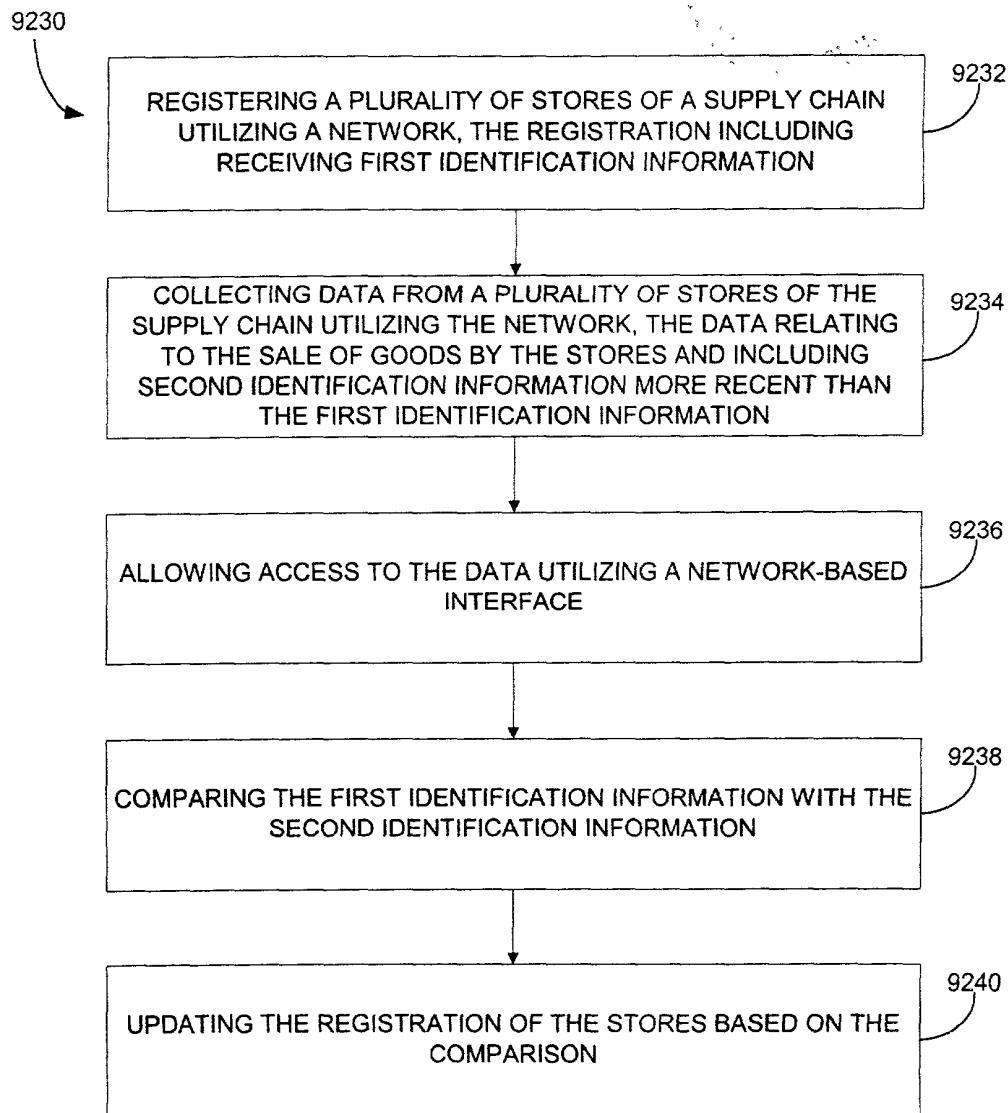


**FIG. 90**

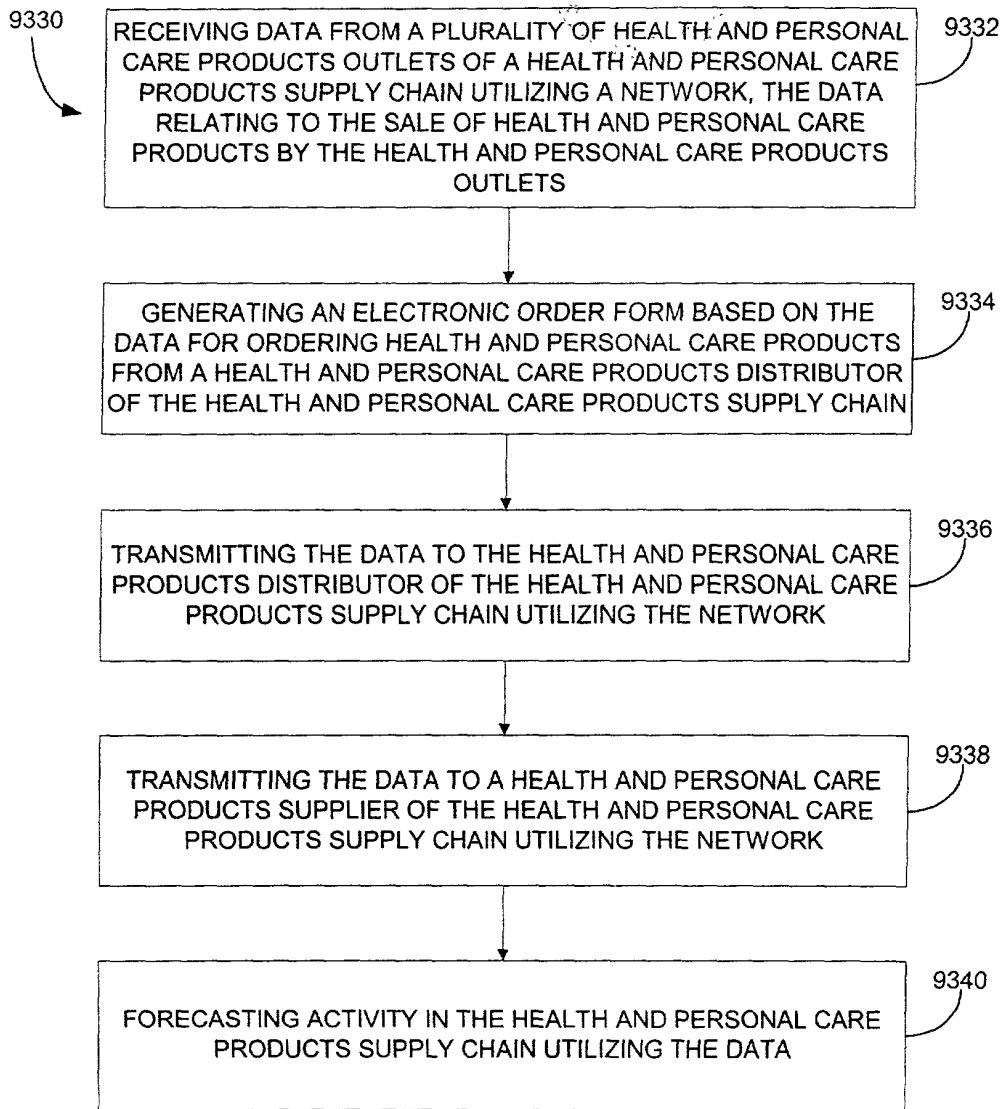
9100



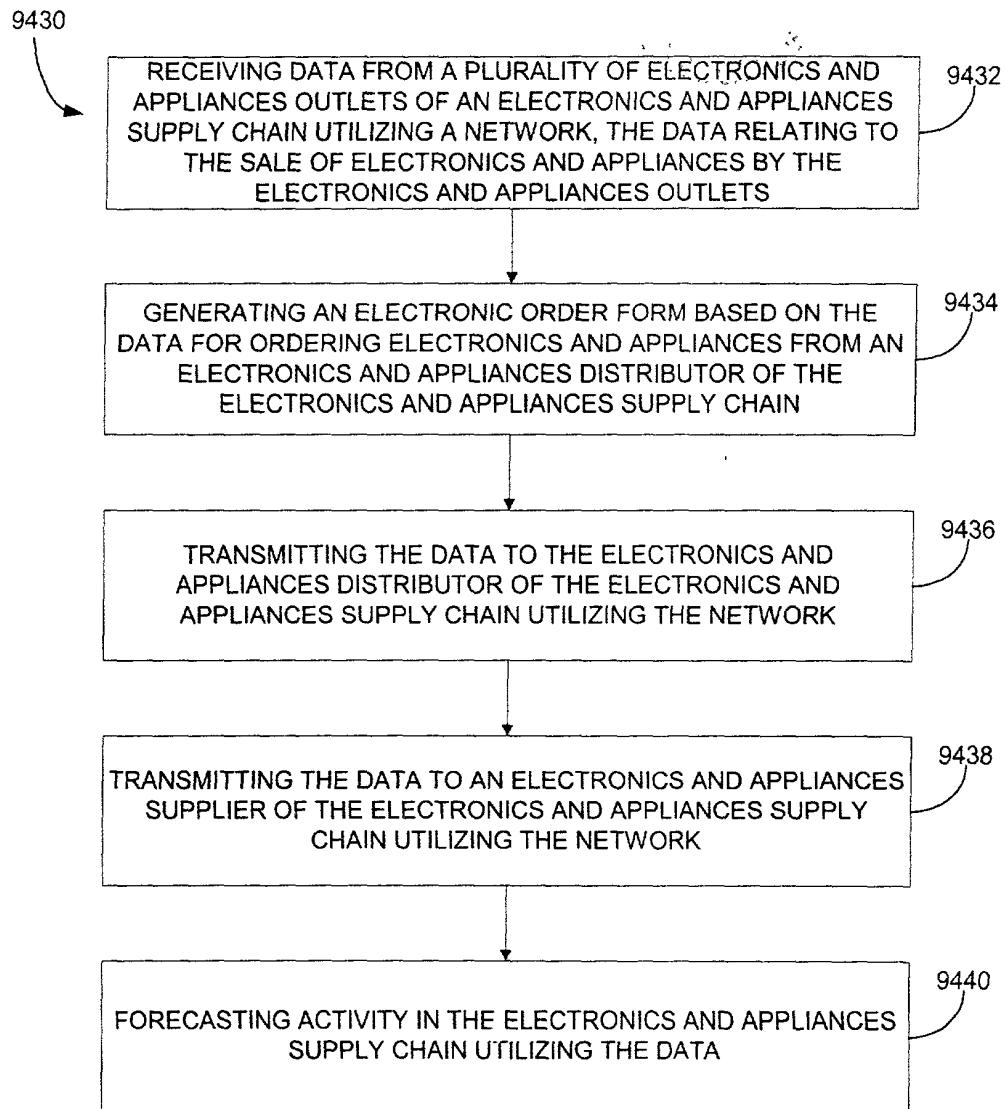
**Fig. 91**



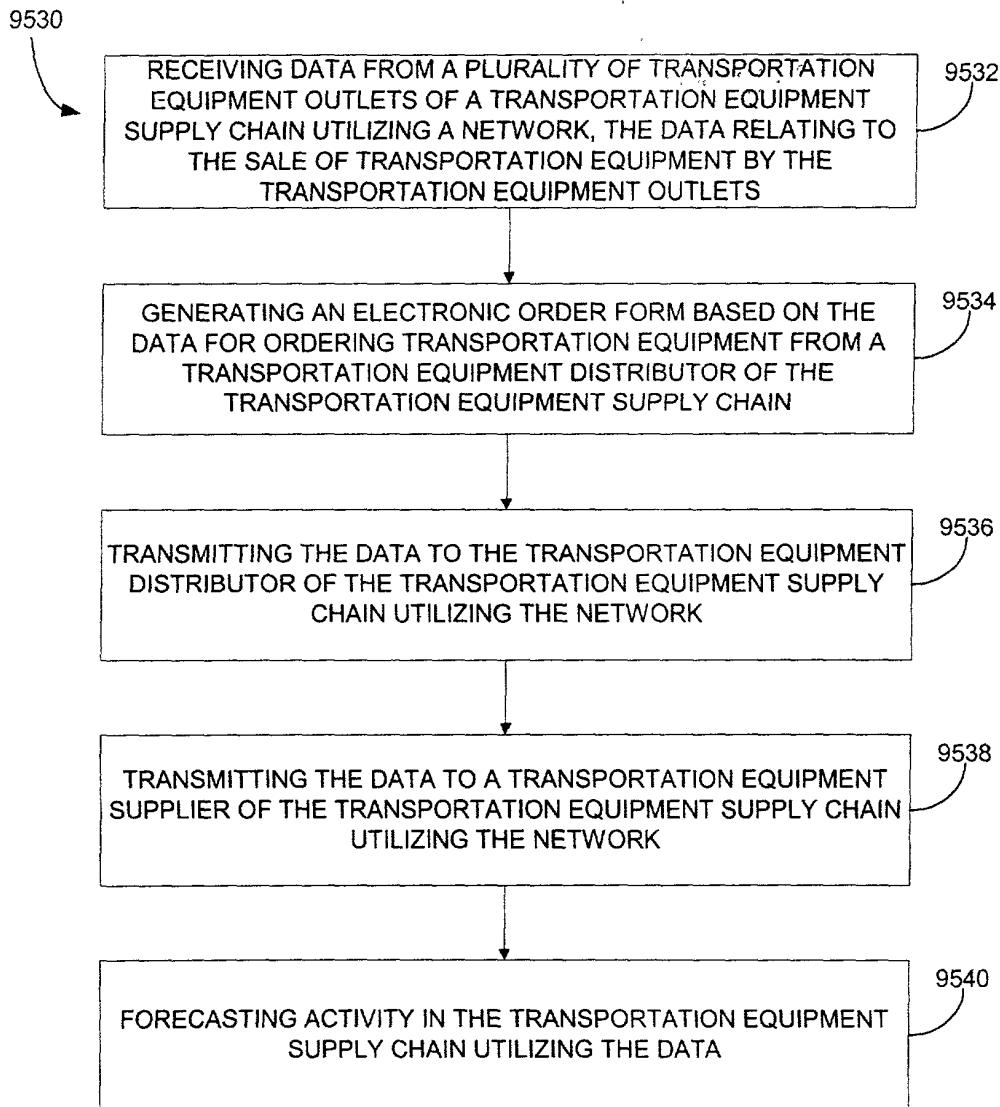
**FIG. 92**



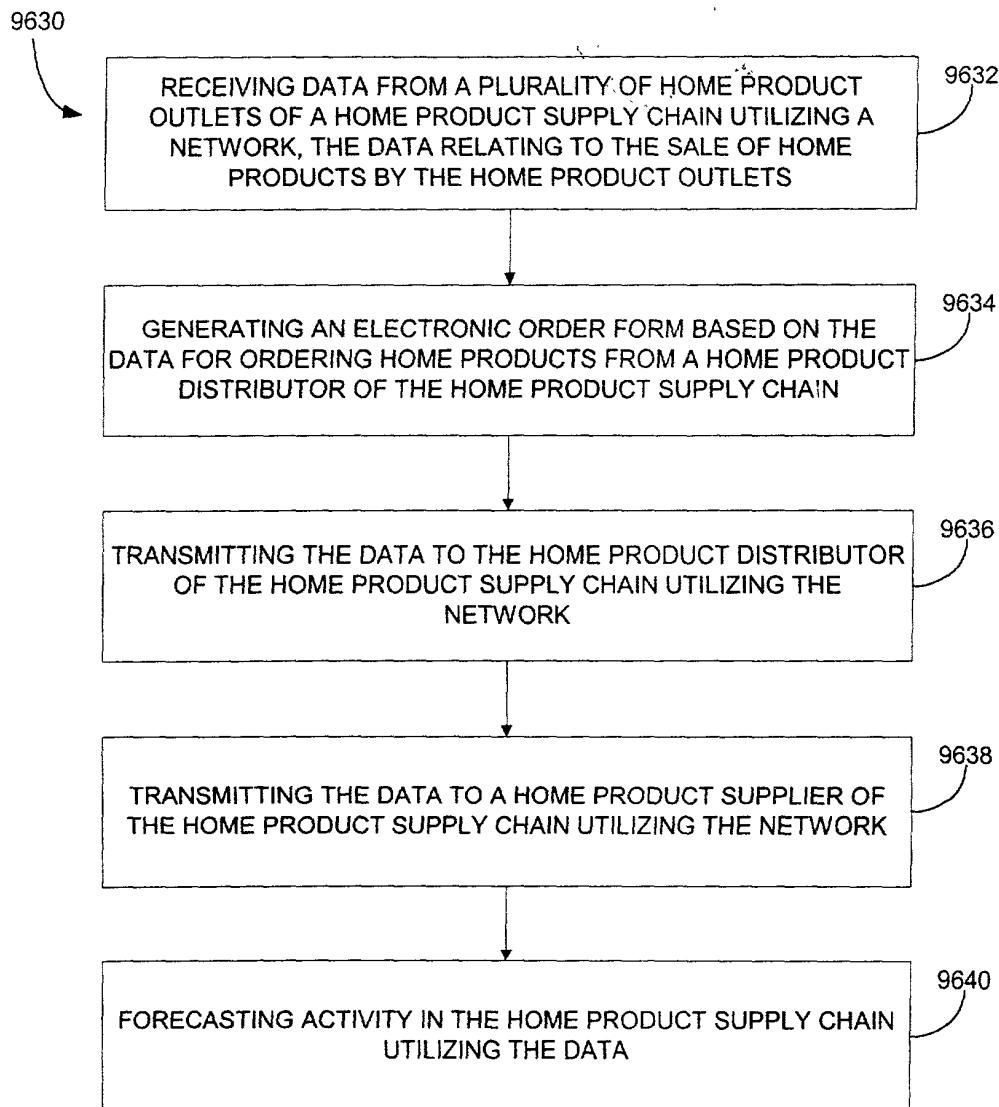
**FIG. 93**



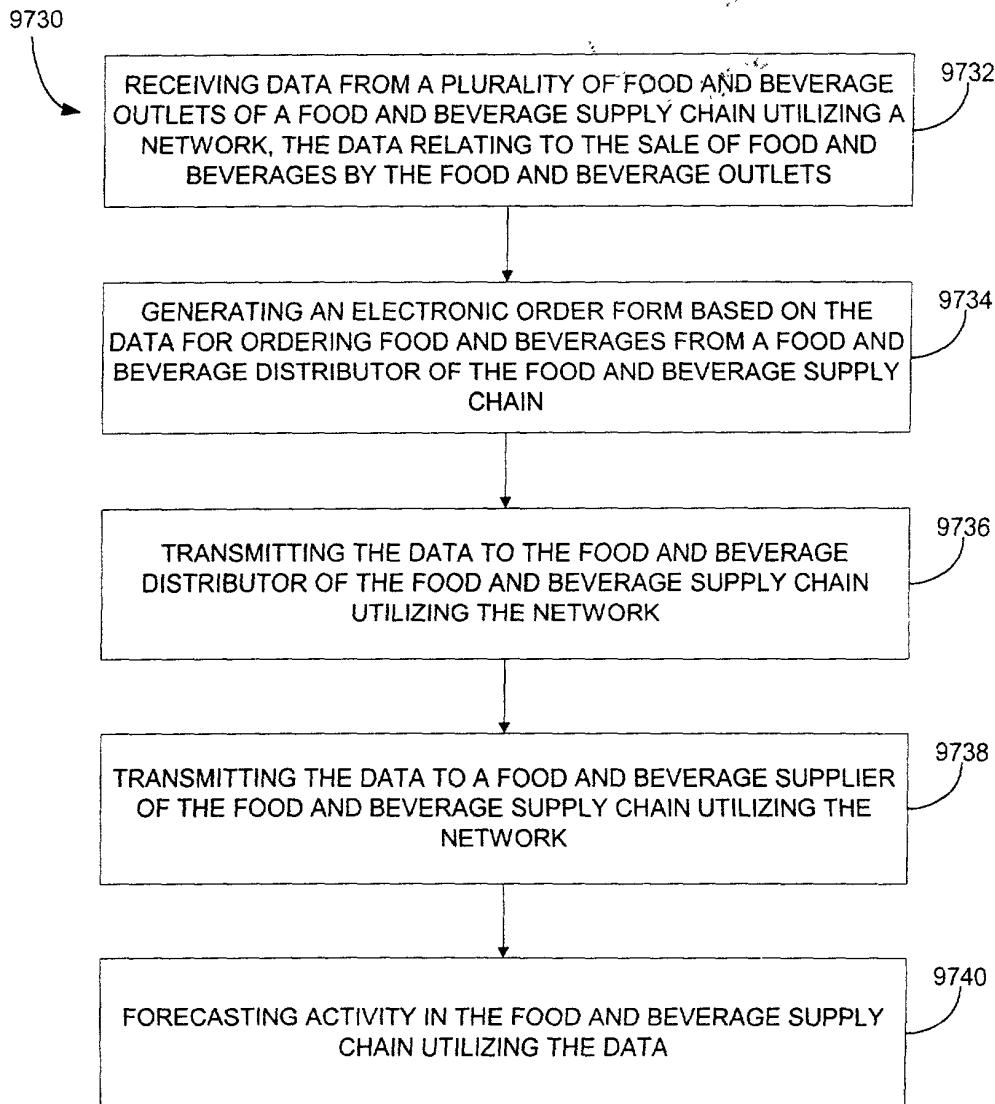
**FIG. 94**



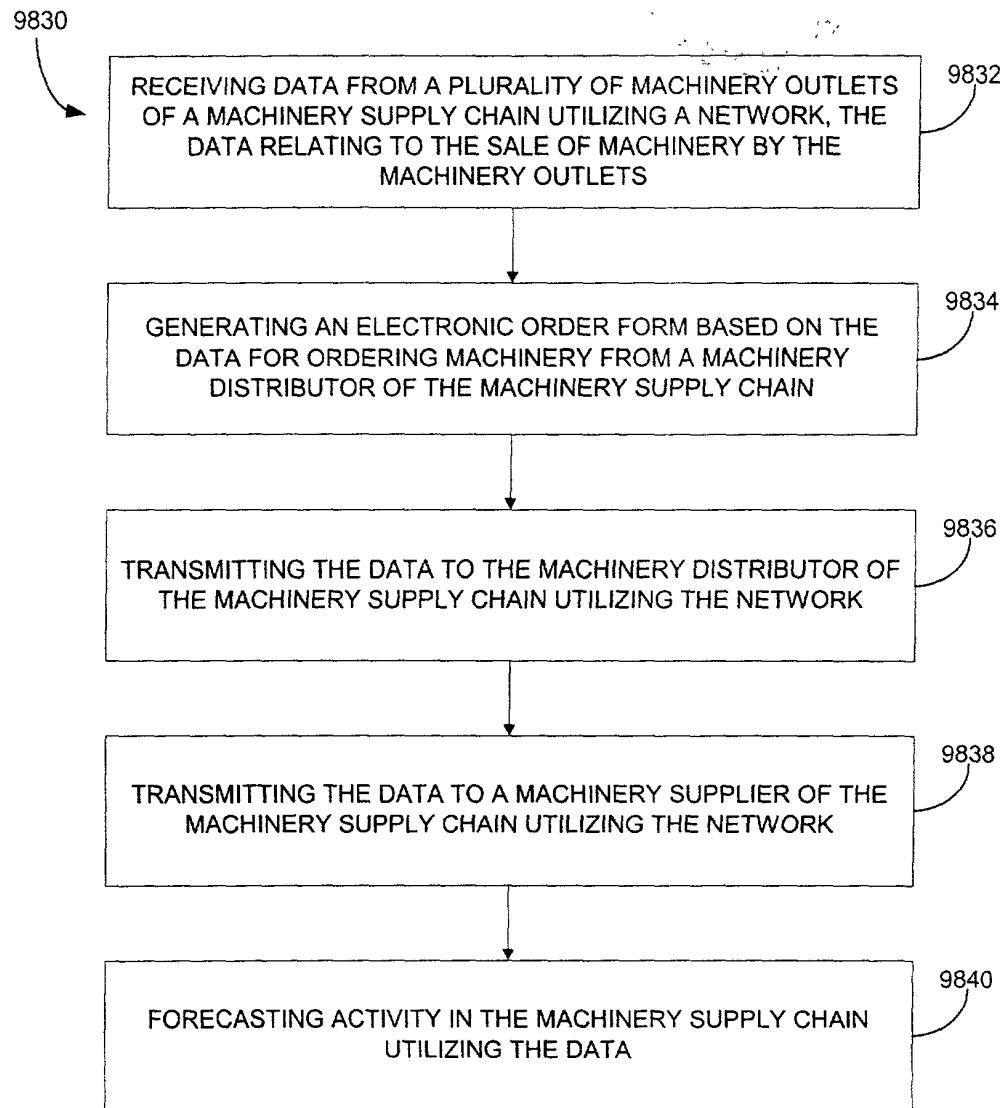
**FIG. 95**



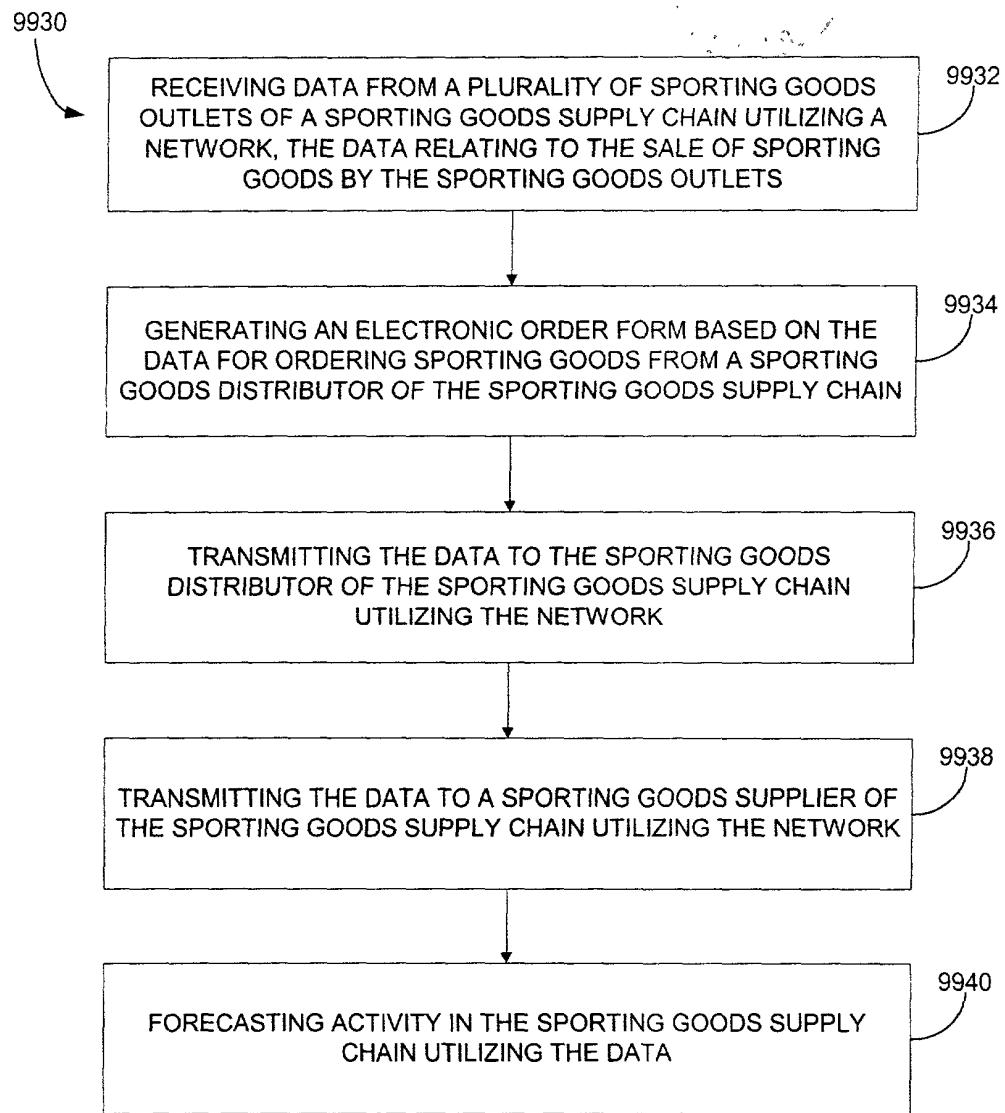
**FIG. 96**



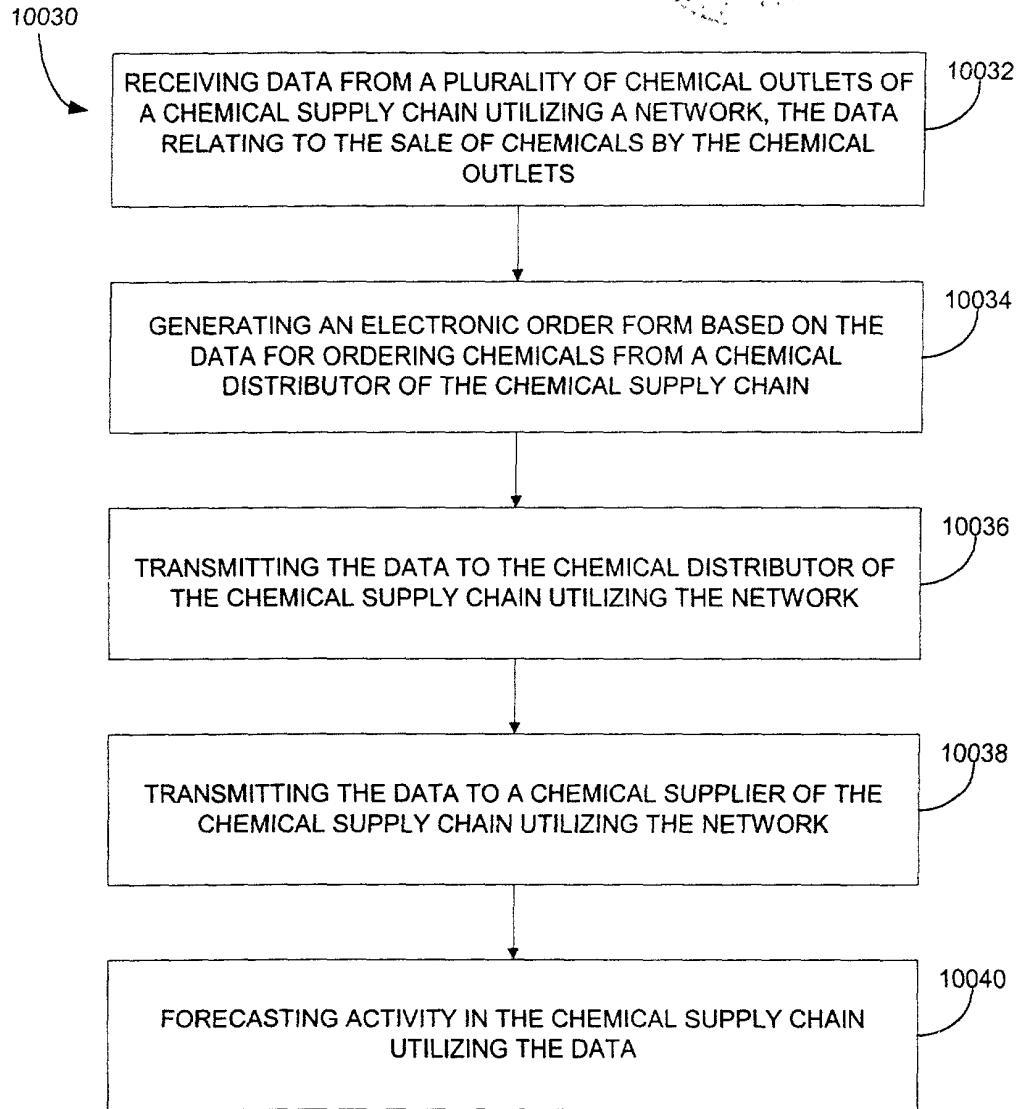
**FIG. 97**



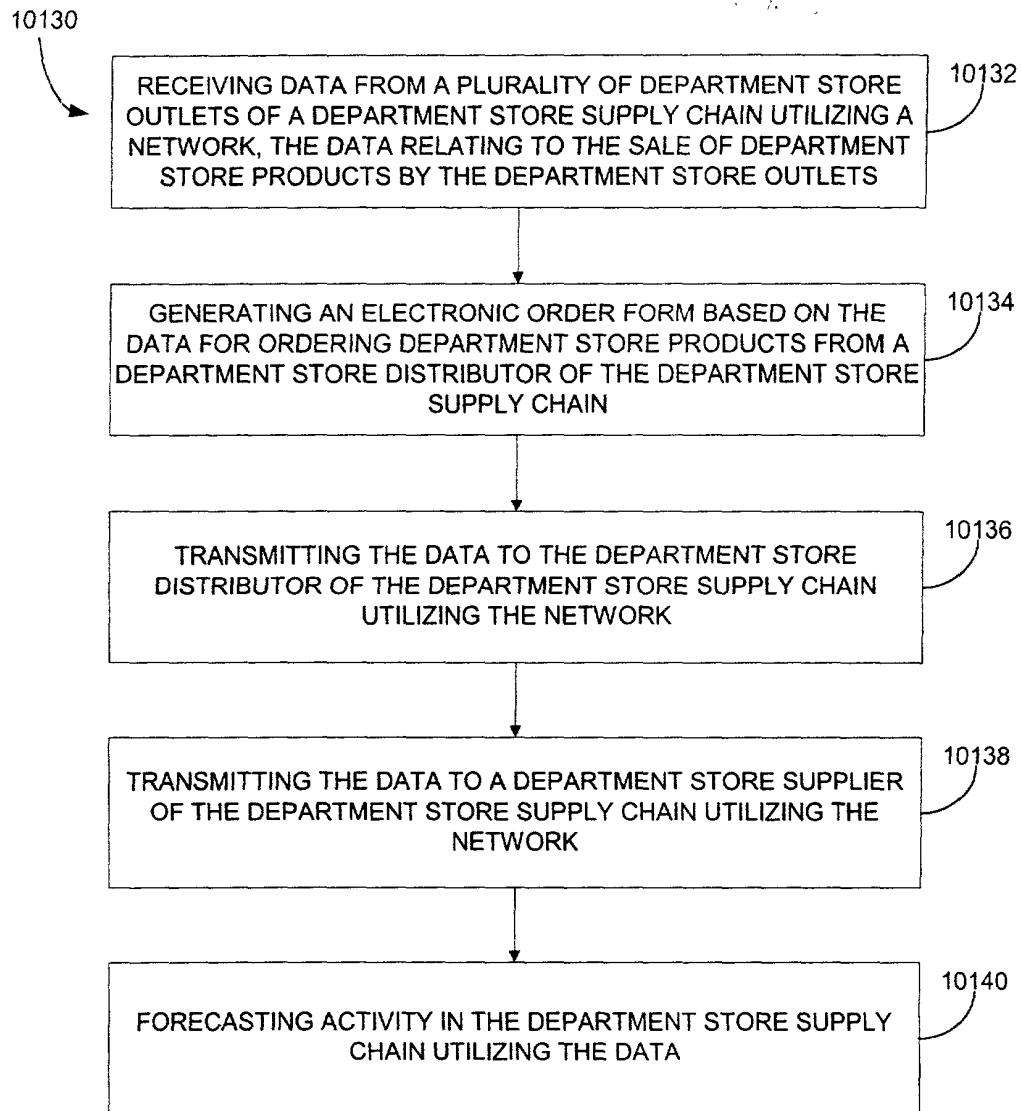
**FIG. 98**



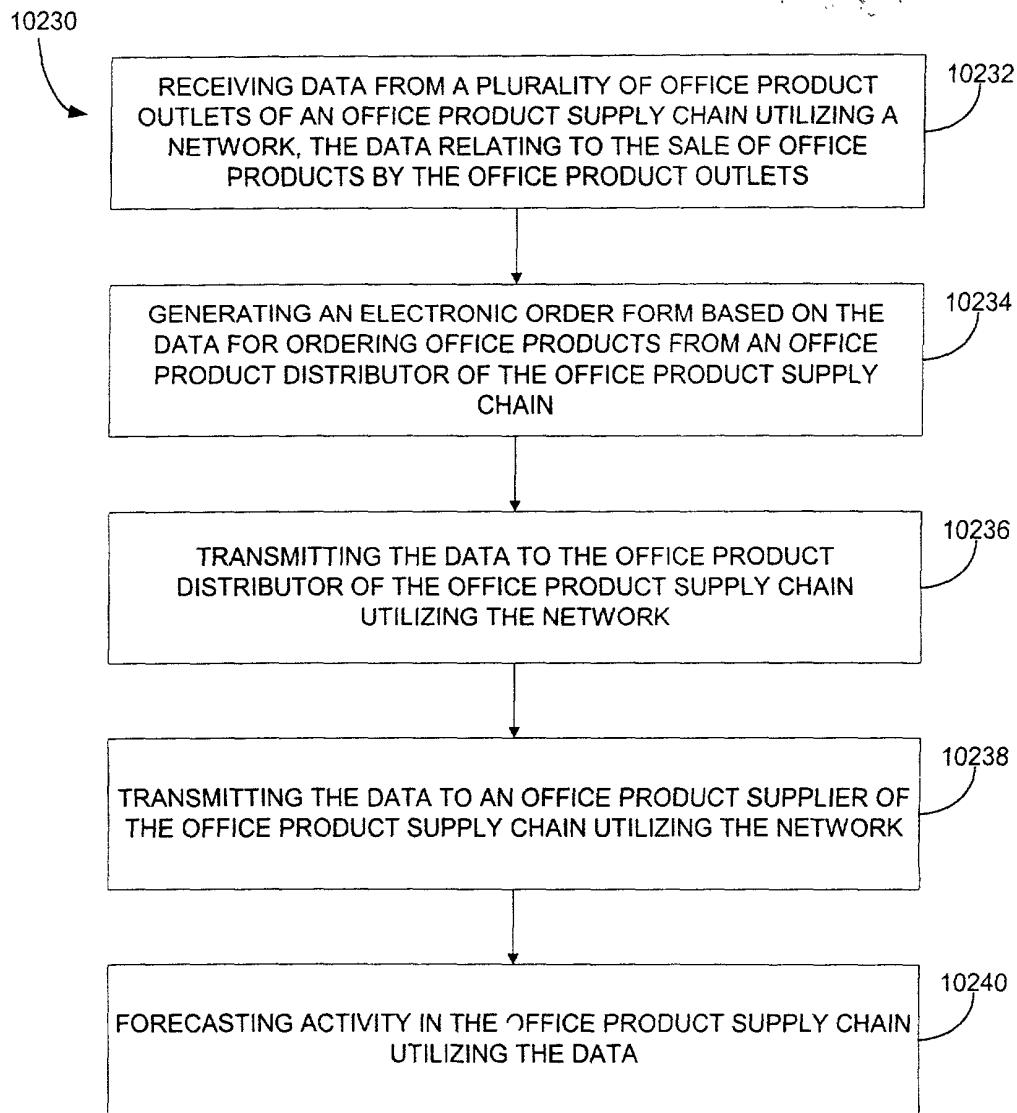
**FIG. 99**



**FIG. 100**



**FIG. 101**



**FIG. 102A**

000000000000000000000000

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS  
OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE  
DATA RELATING TO THE SALE OF BOOKS BY THE BOOK  
OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING BOOKS FROM A BOOK  
DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF  
THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

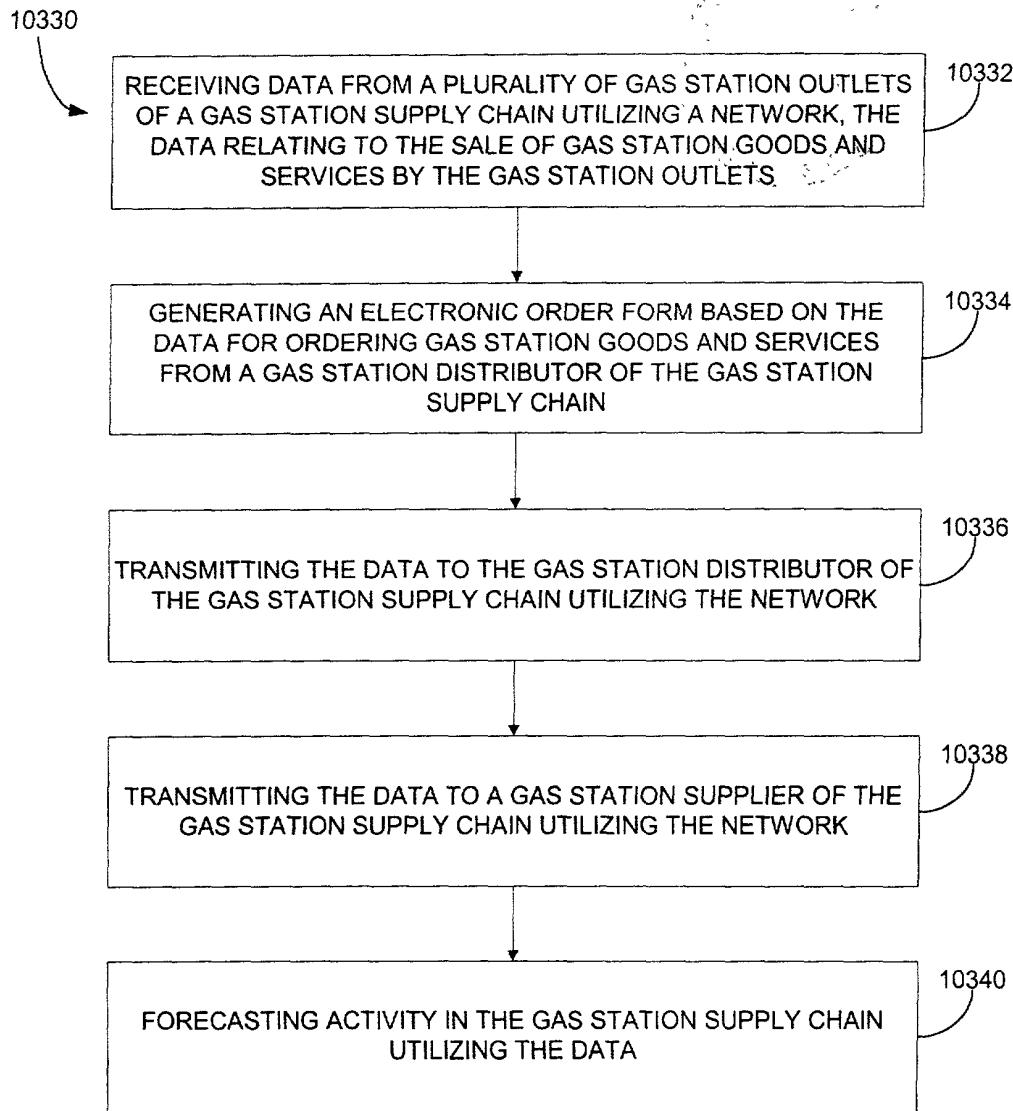
TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE  
BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

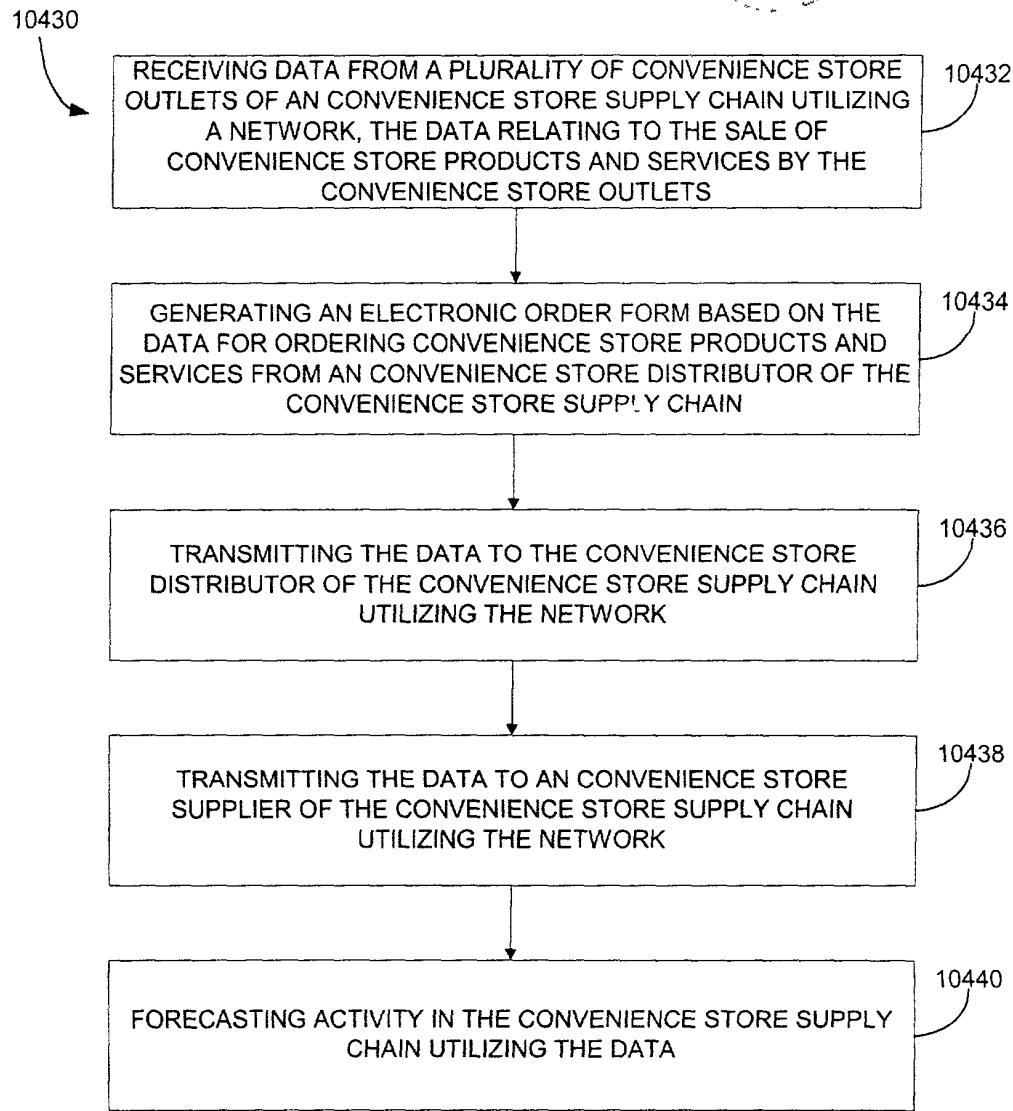
FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN  
UTILIZING THE DATA

10270

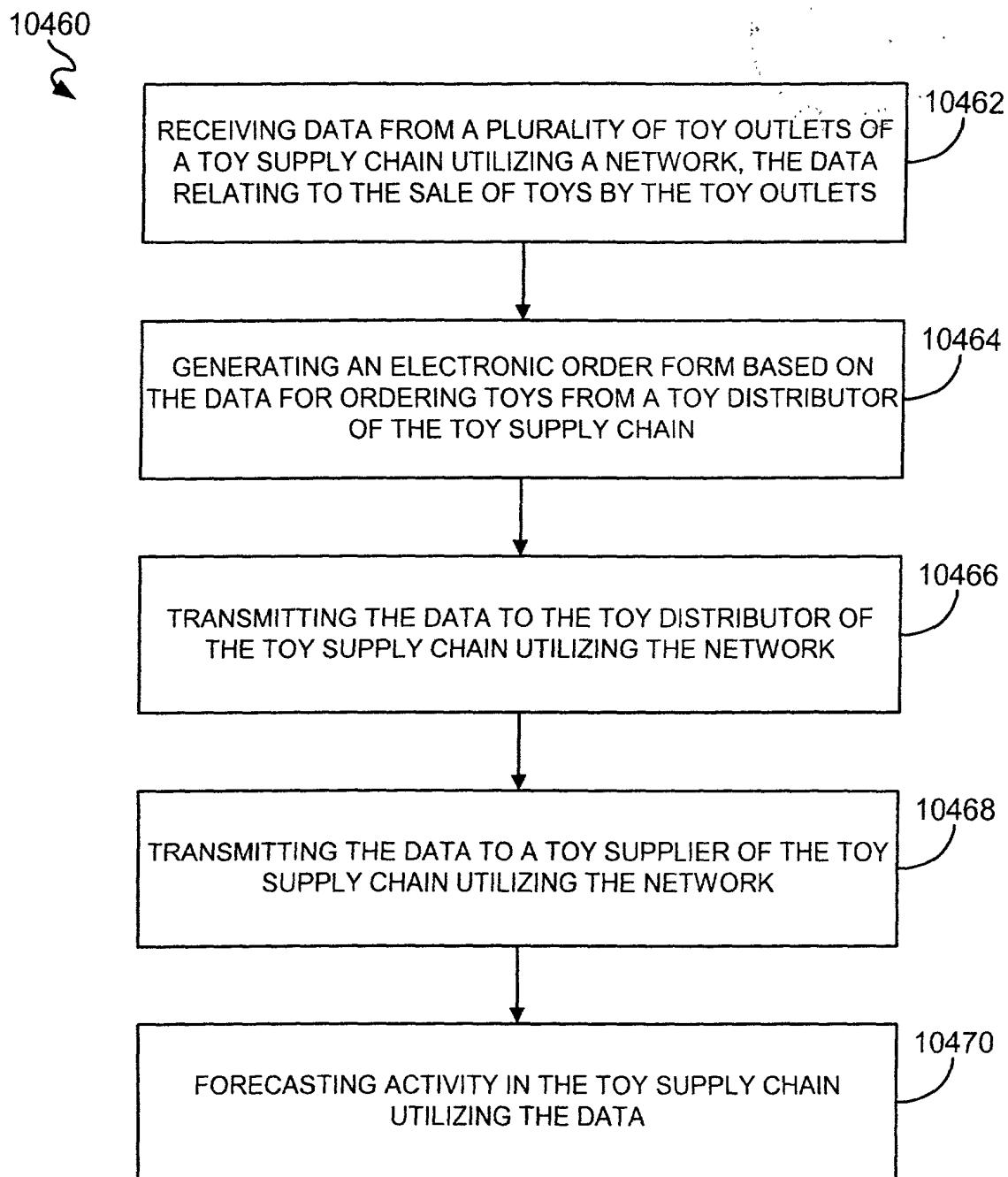
**FIG. 102B**



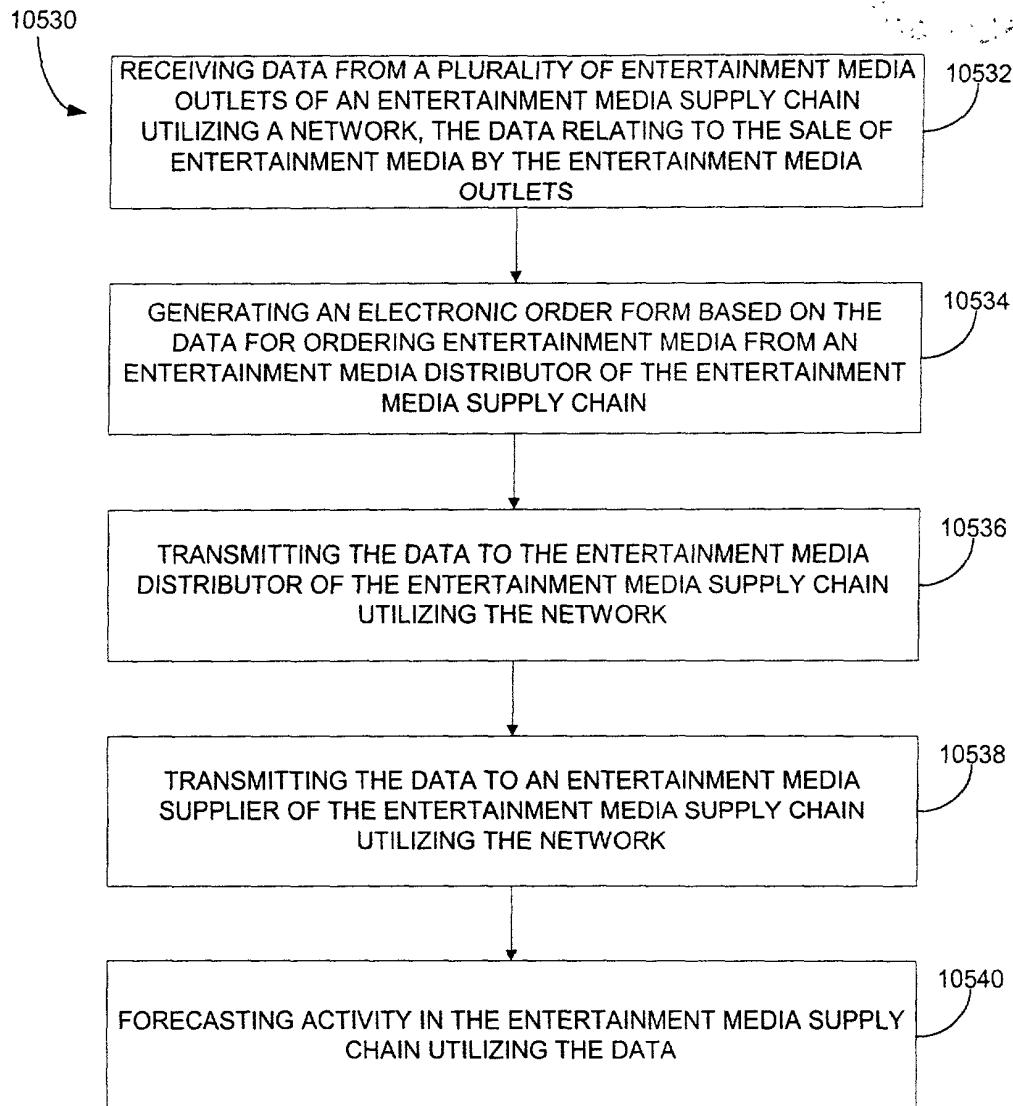
**FIG. 103**



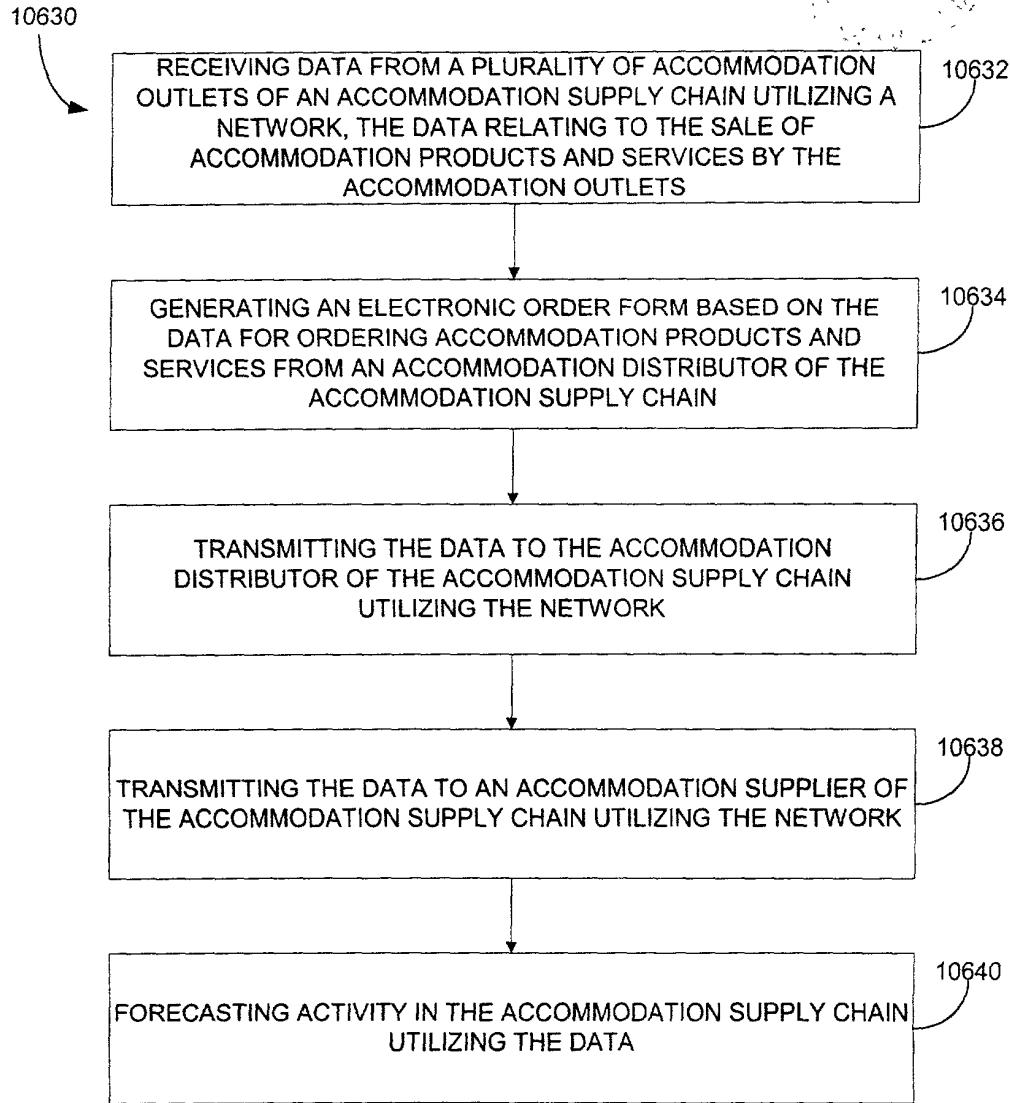
**FIG. 104A**



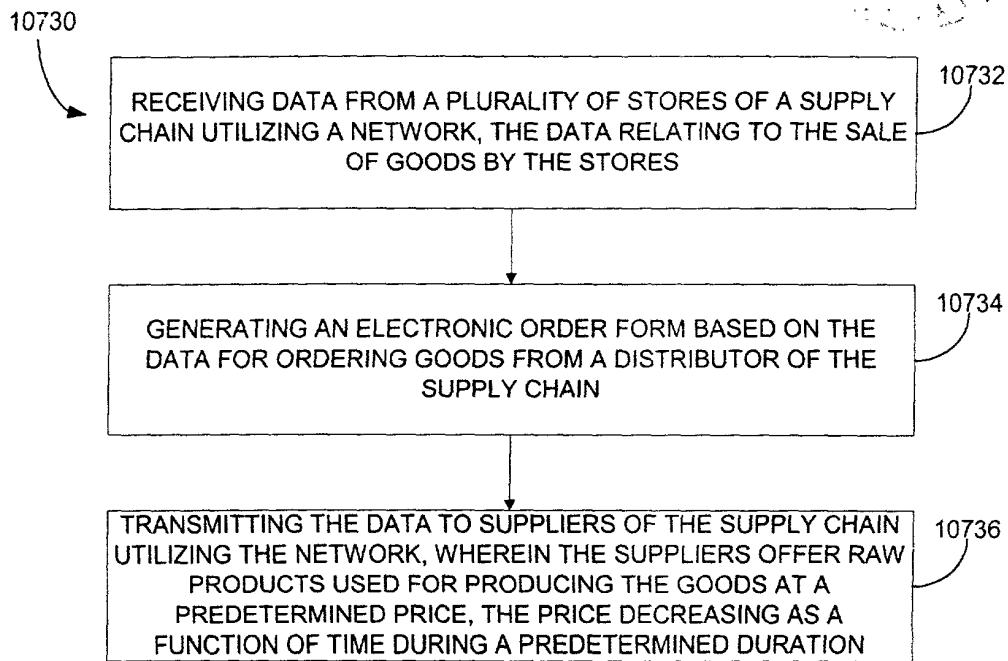
**FIG. 104B**



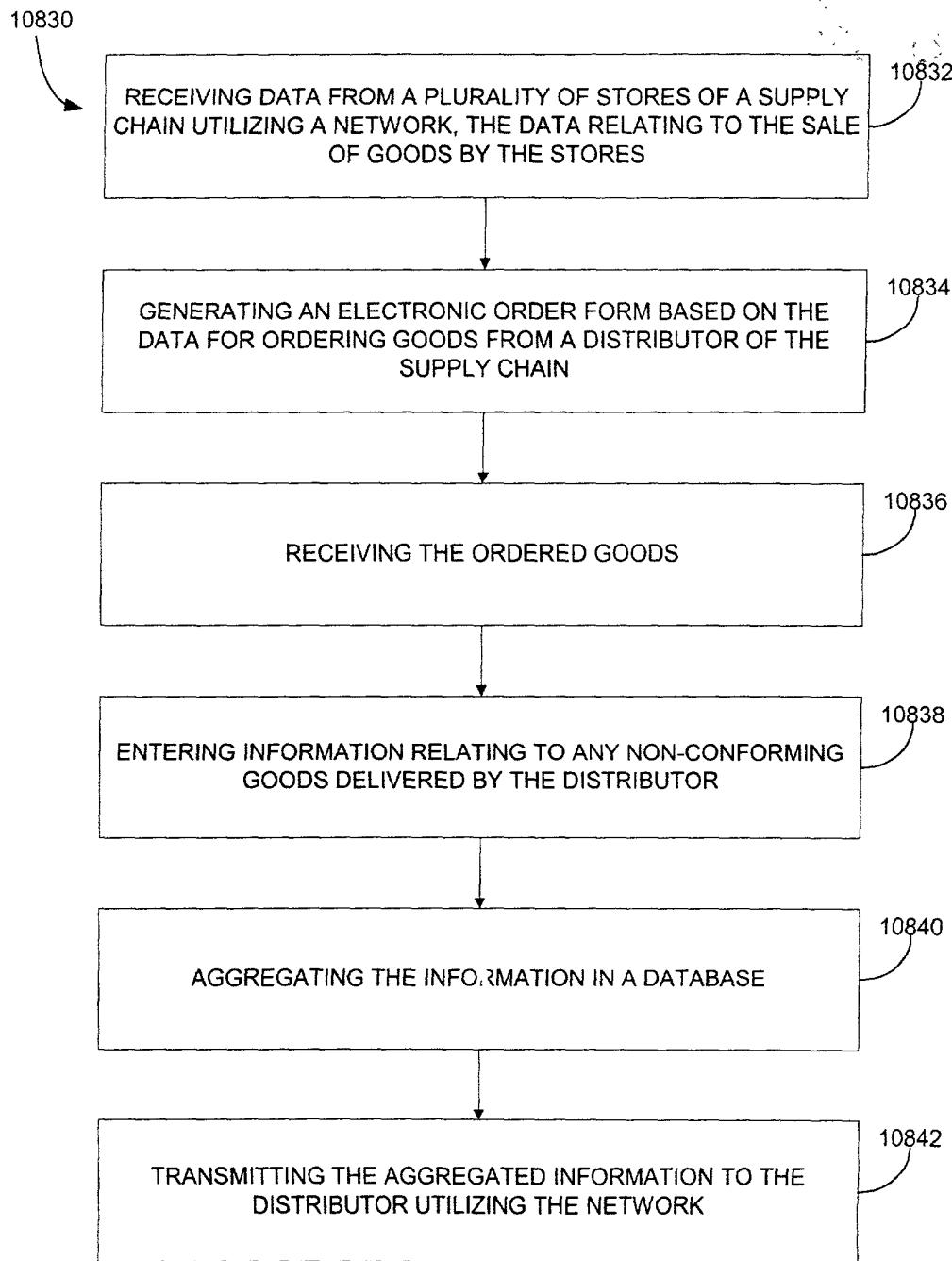
**FIG. 105**



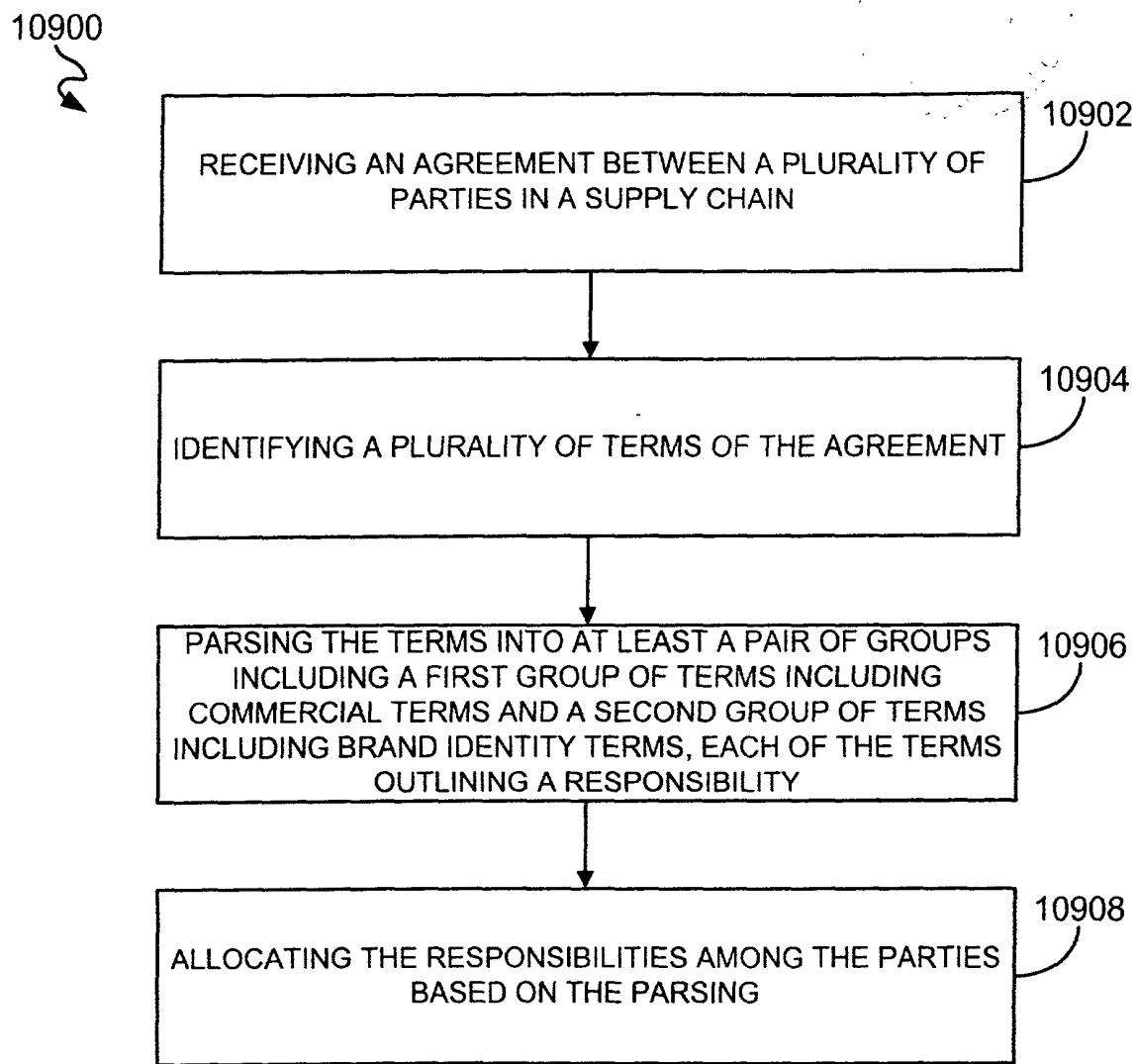
**FIG. 106**



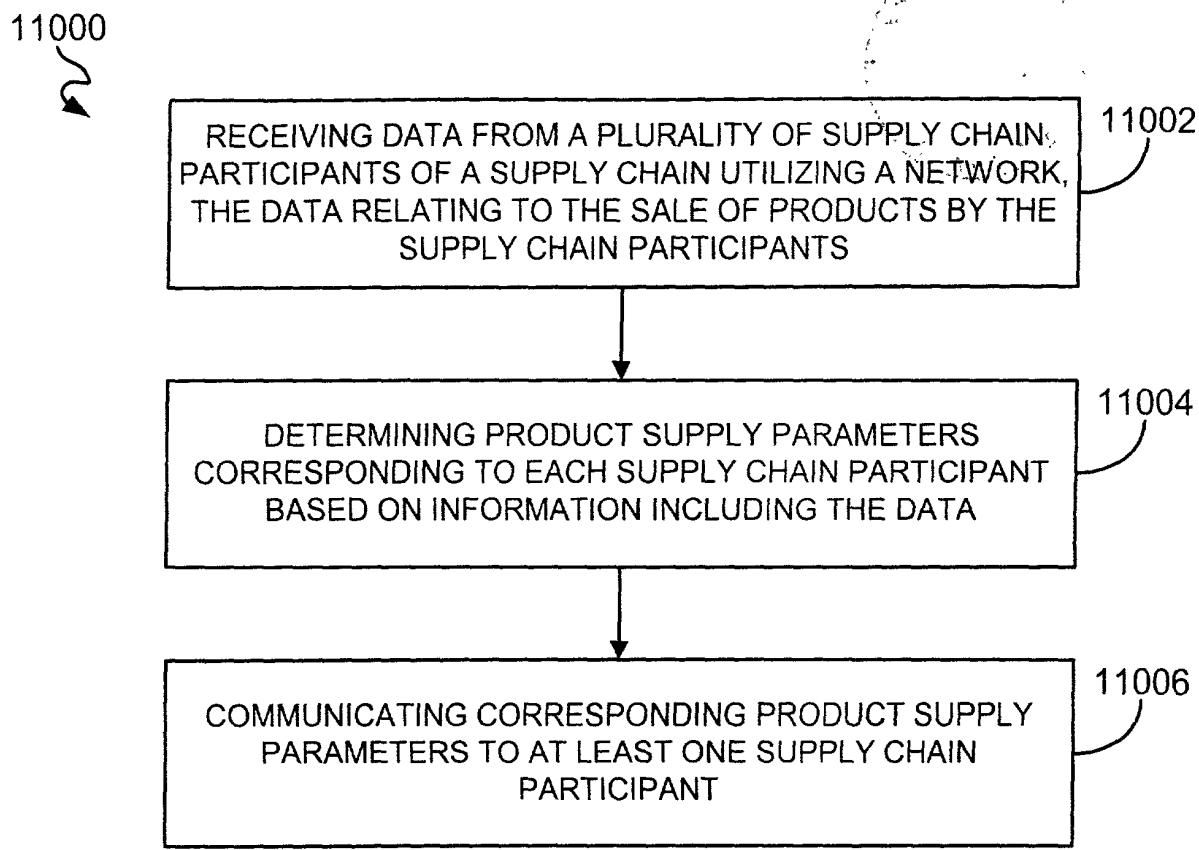
**FIG. 107**



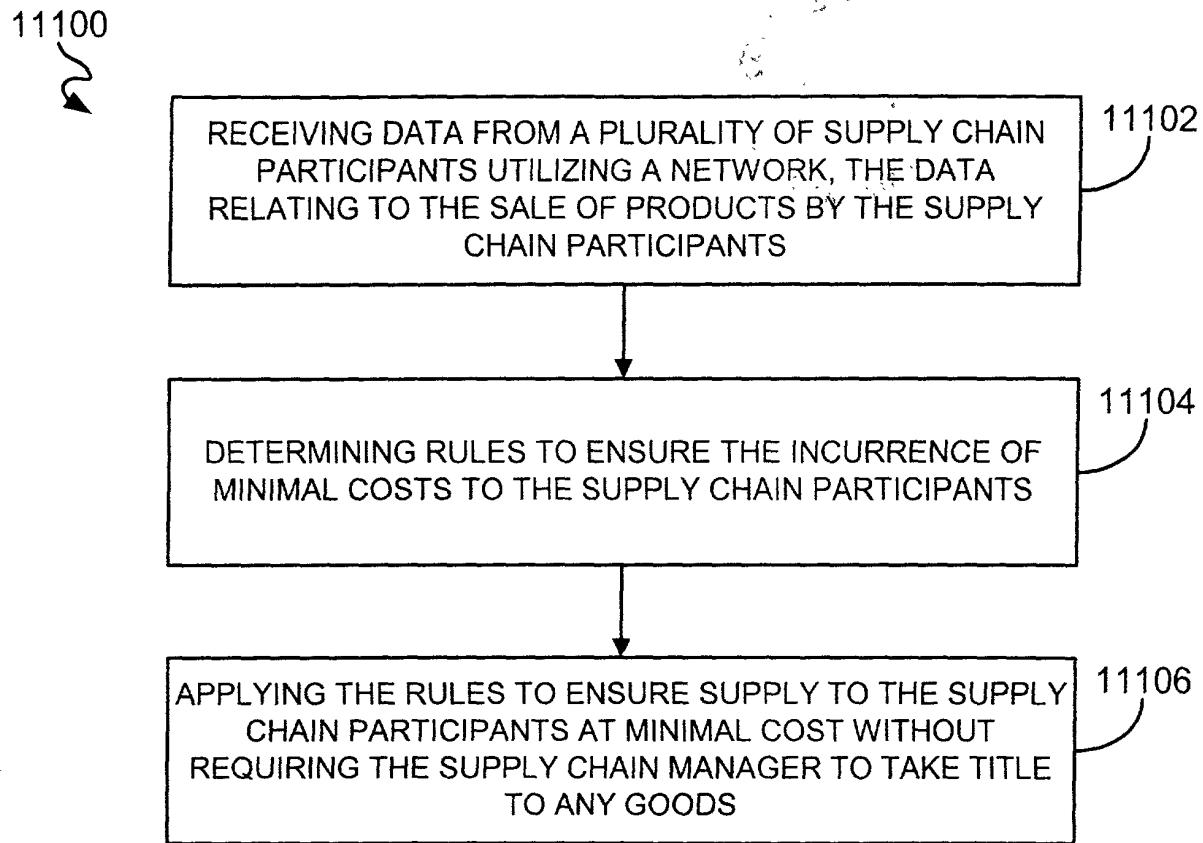
**FIG. 108**



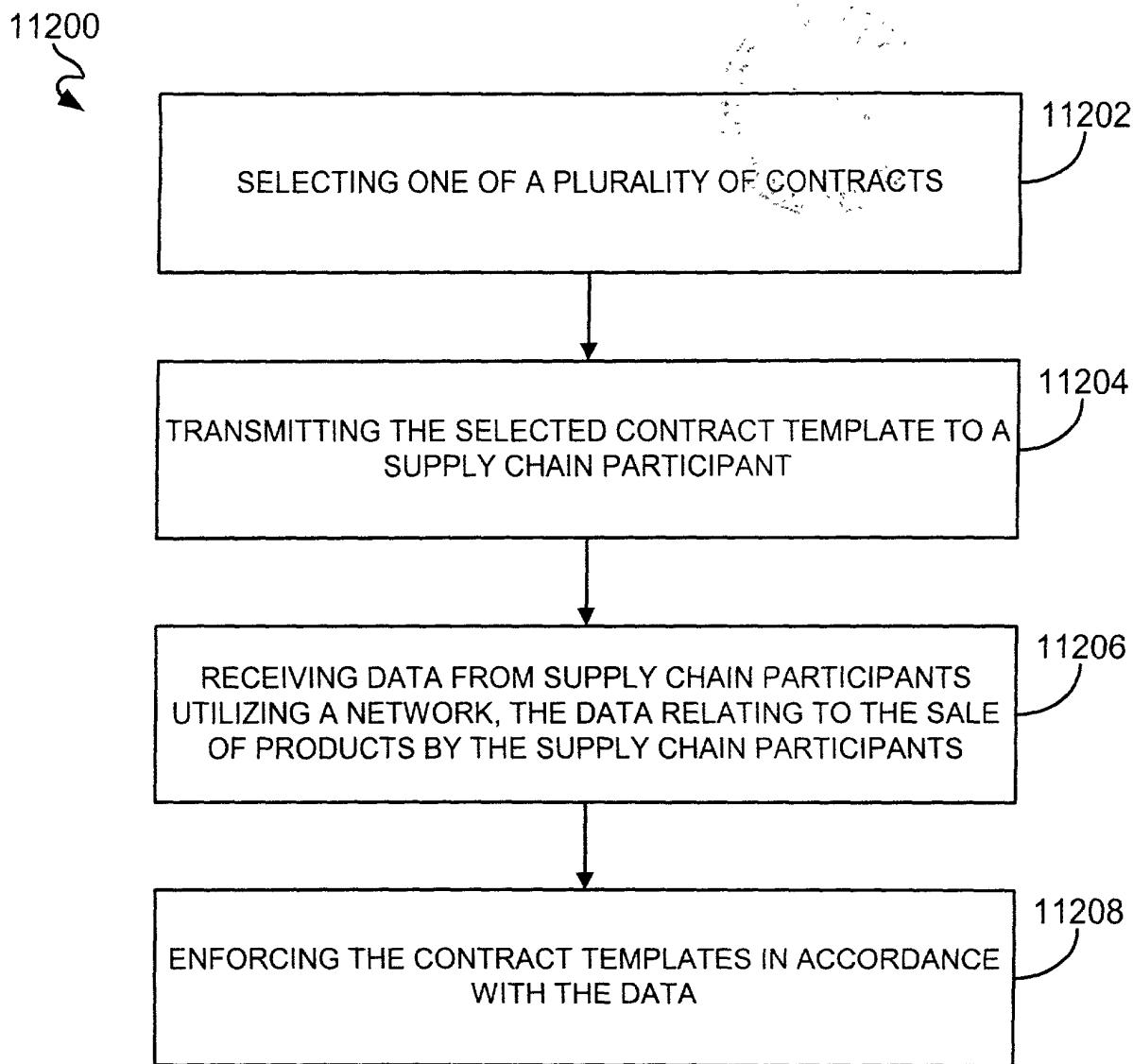
**FIG. 109**



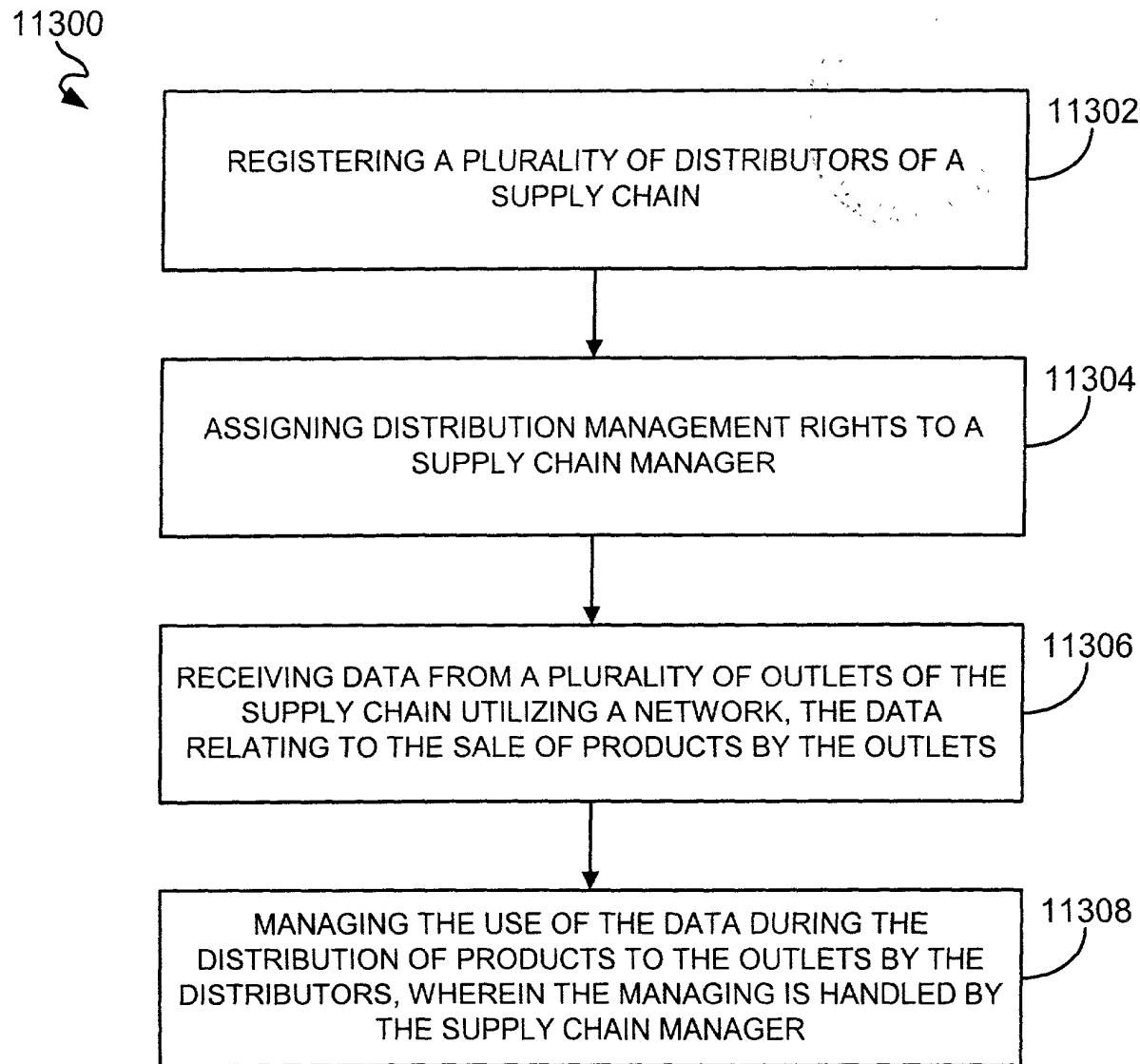
**FIG. 110**



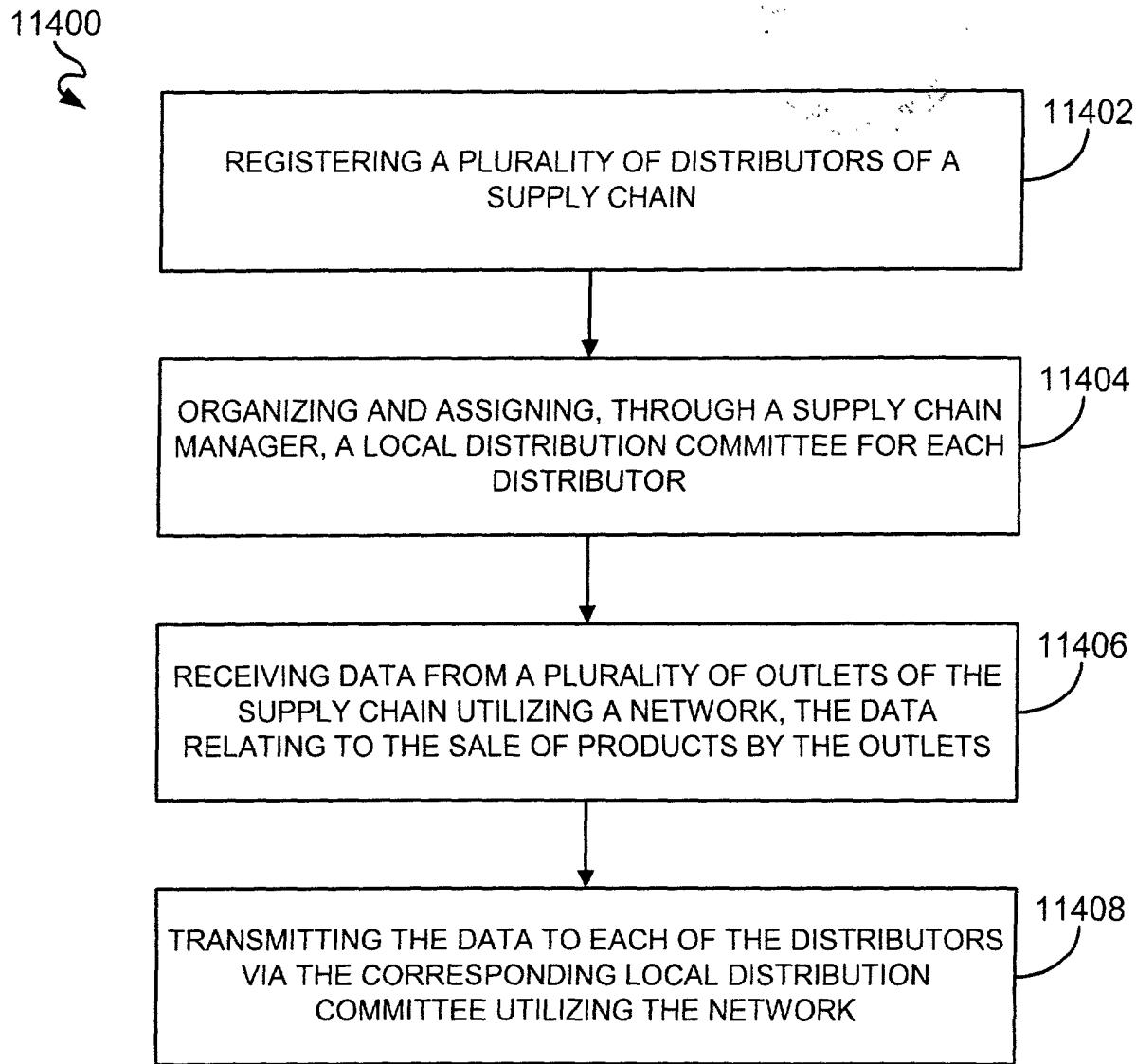
**FIG. 111**



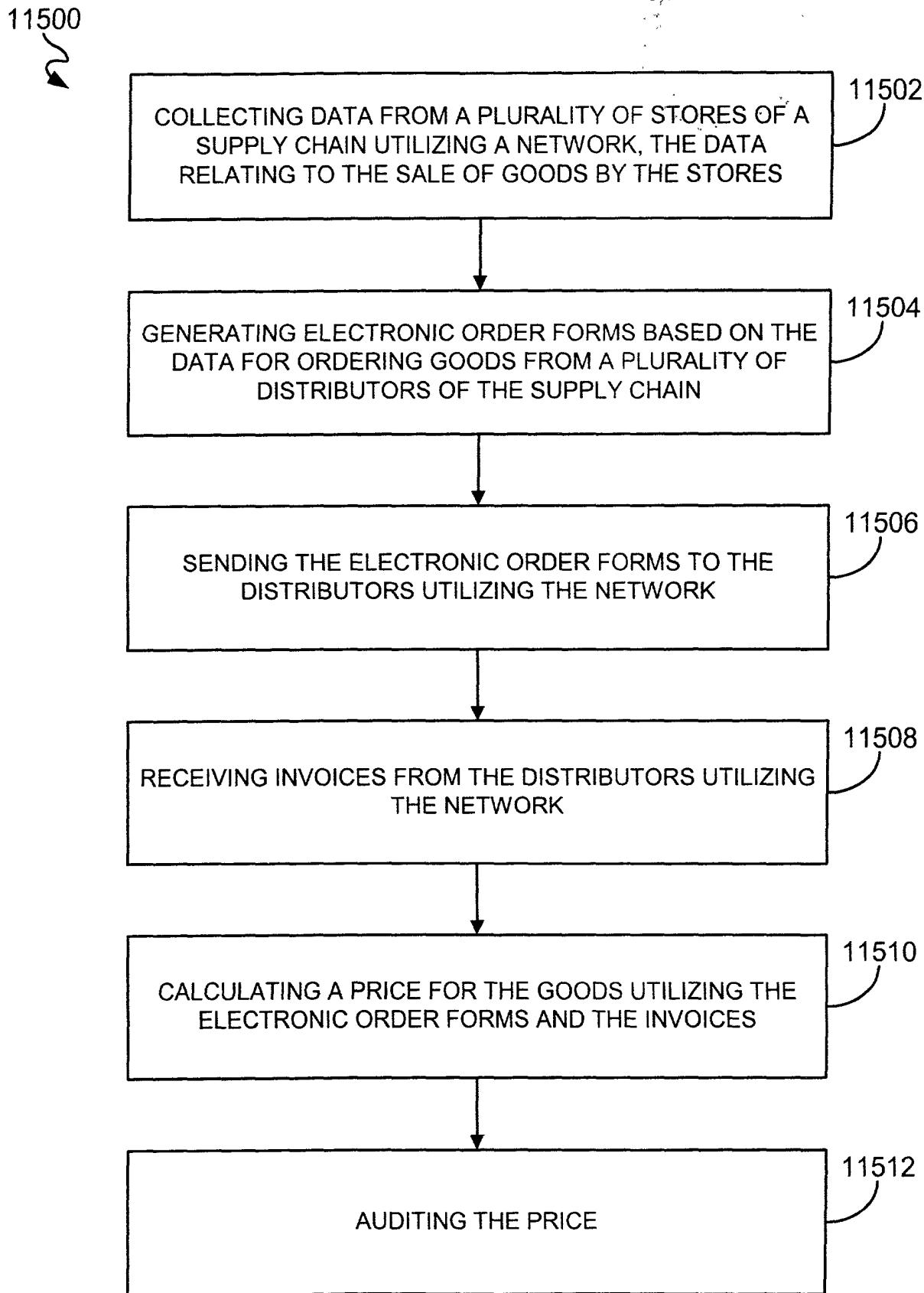
**FIG. 112**



**FIG. 113**

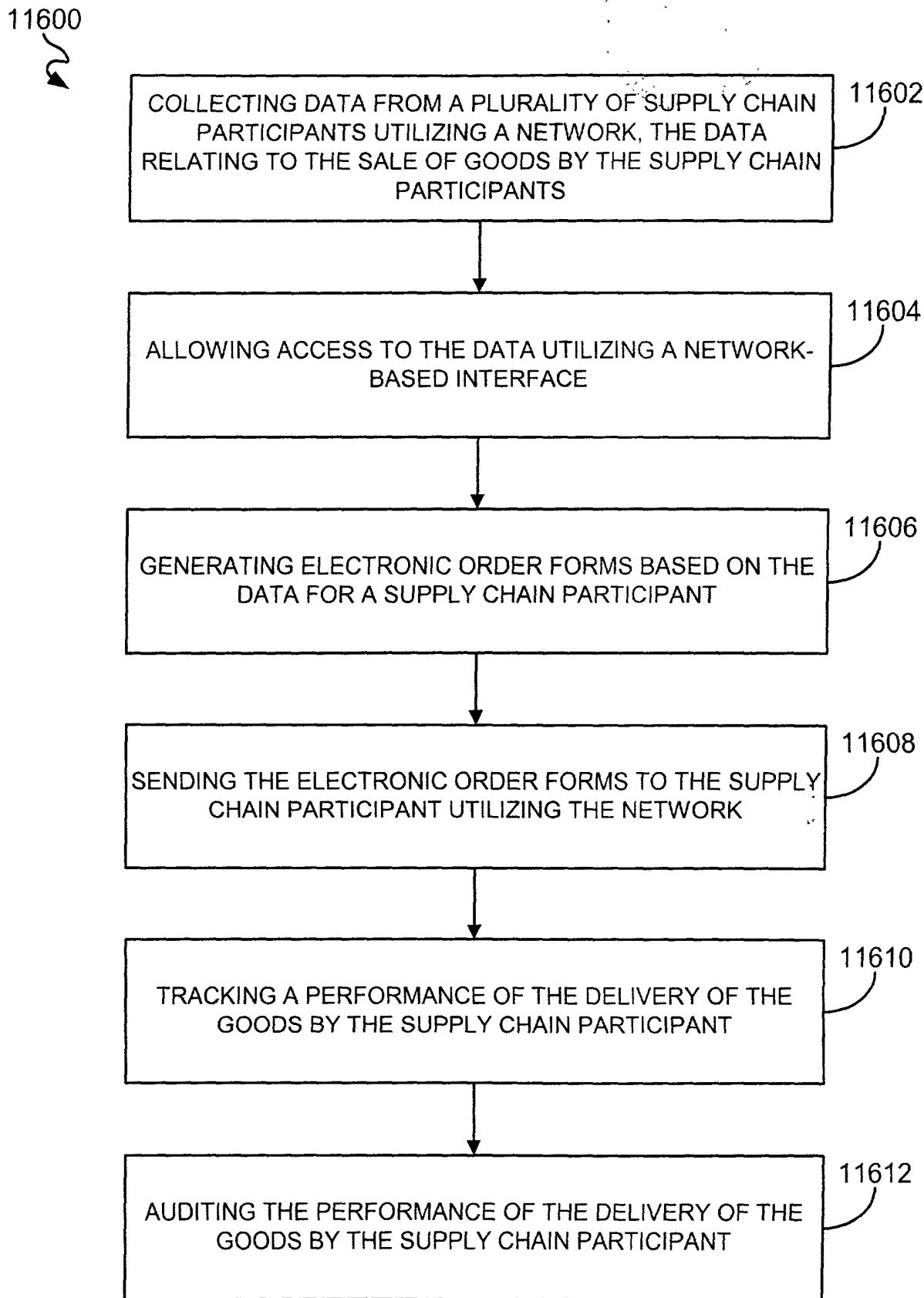


**FIG. 114**

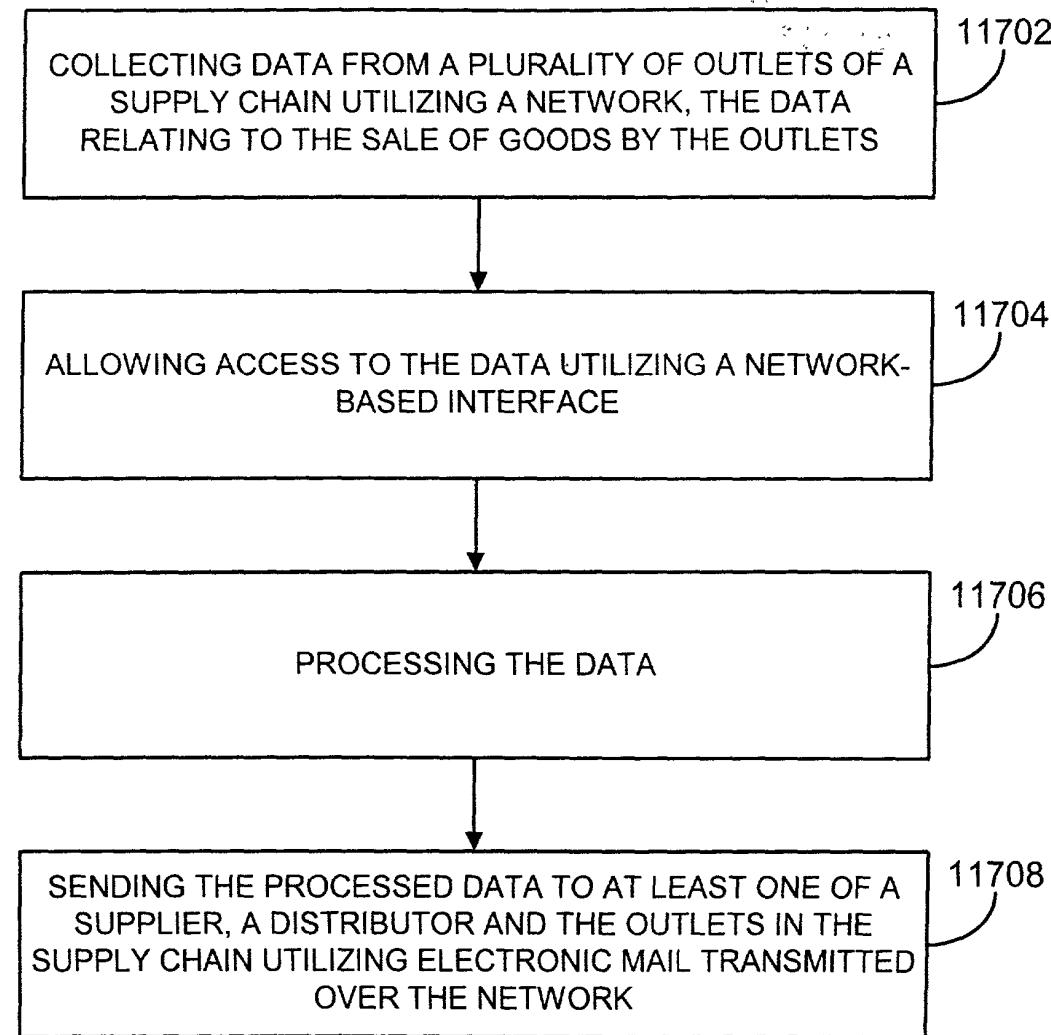


**FIG. 115**

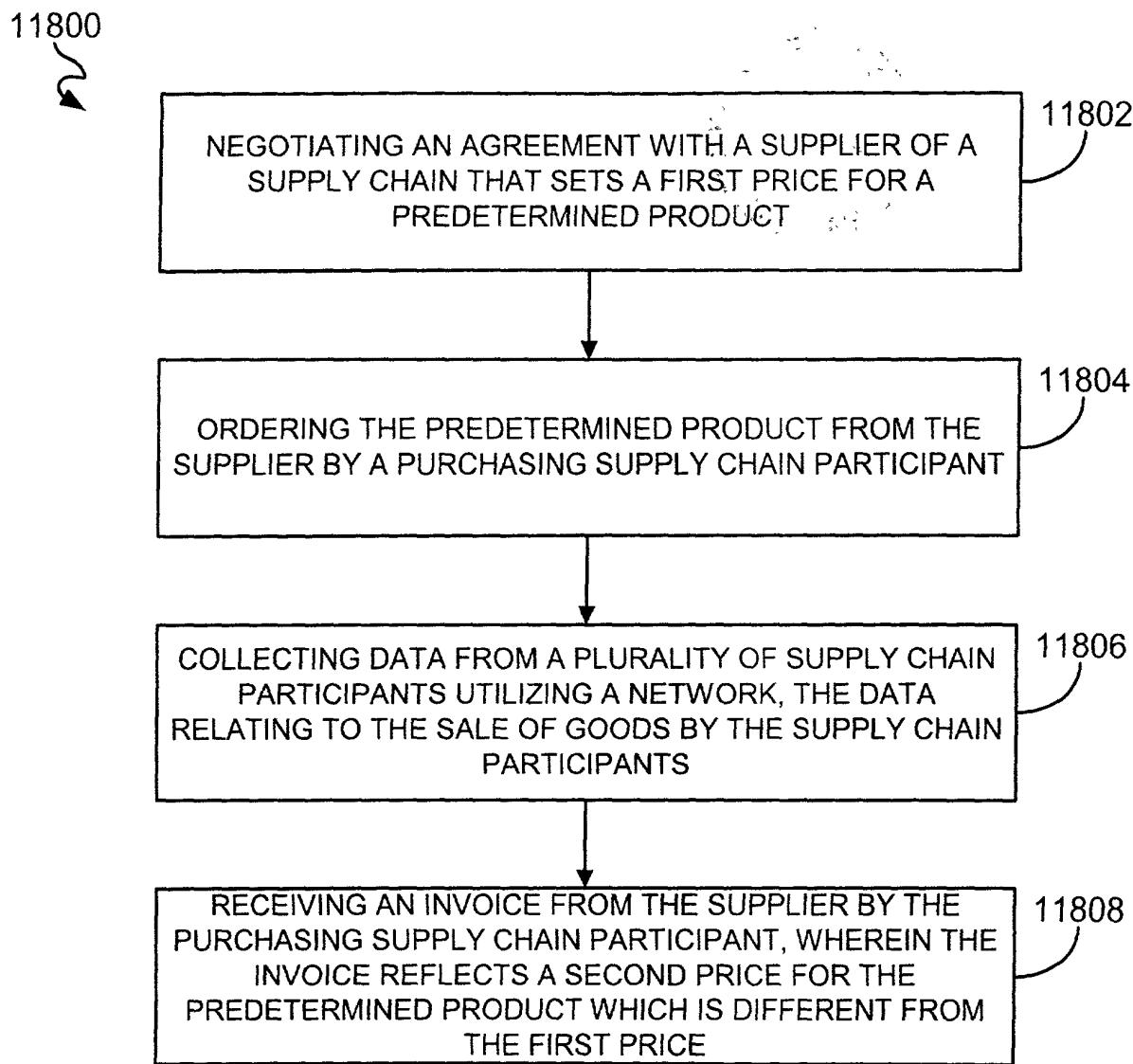
11600  
11602  
11604  
11606  
11608  
11610  
11612



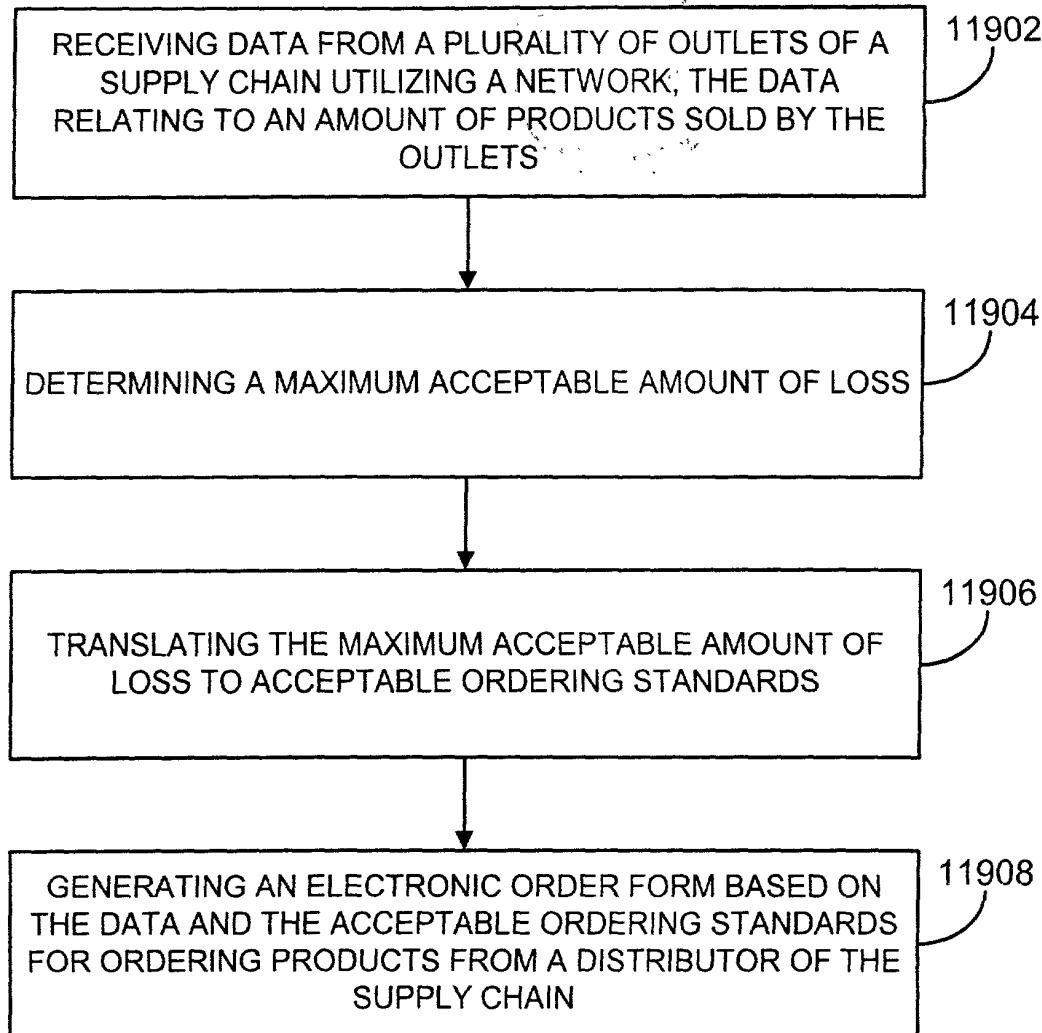
**FIG. 116**



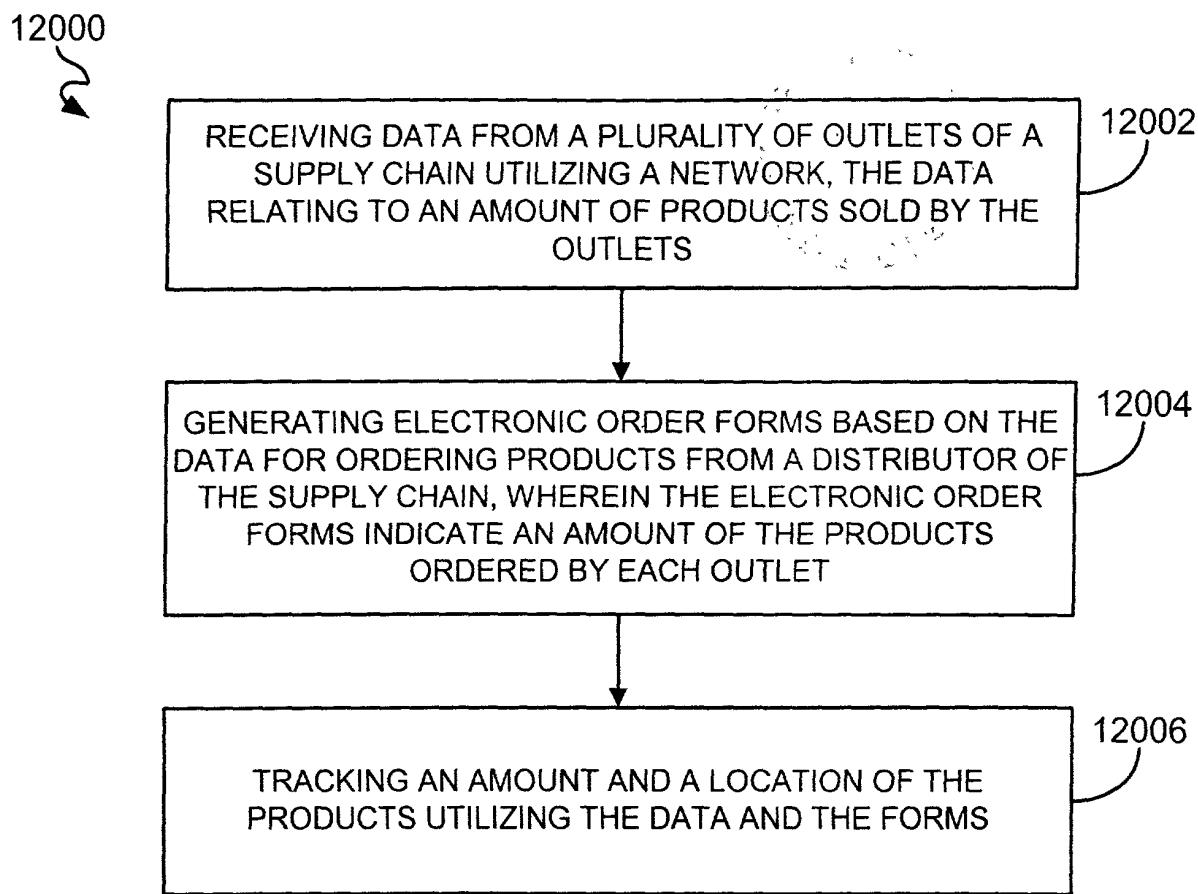
**FIG. 117**



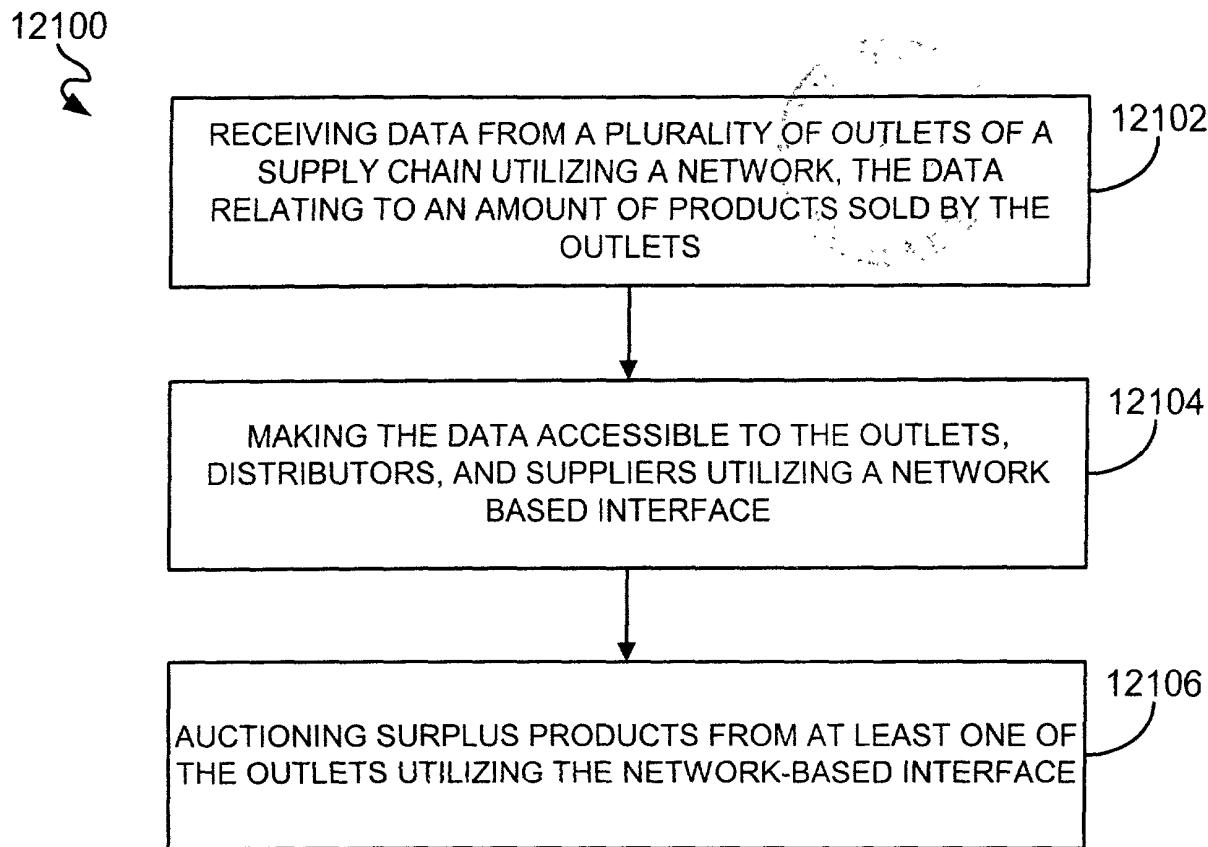
**FIG. 118**



**FIG. 119**



**FIG. 120**



**FIG. 121**

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

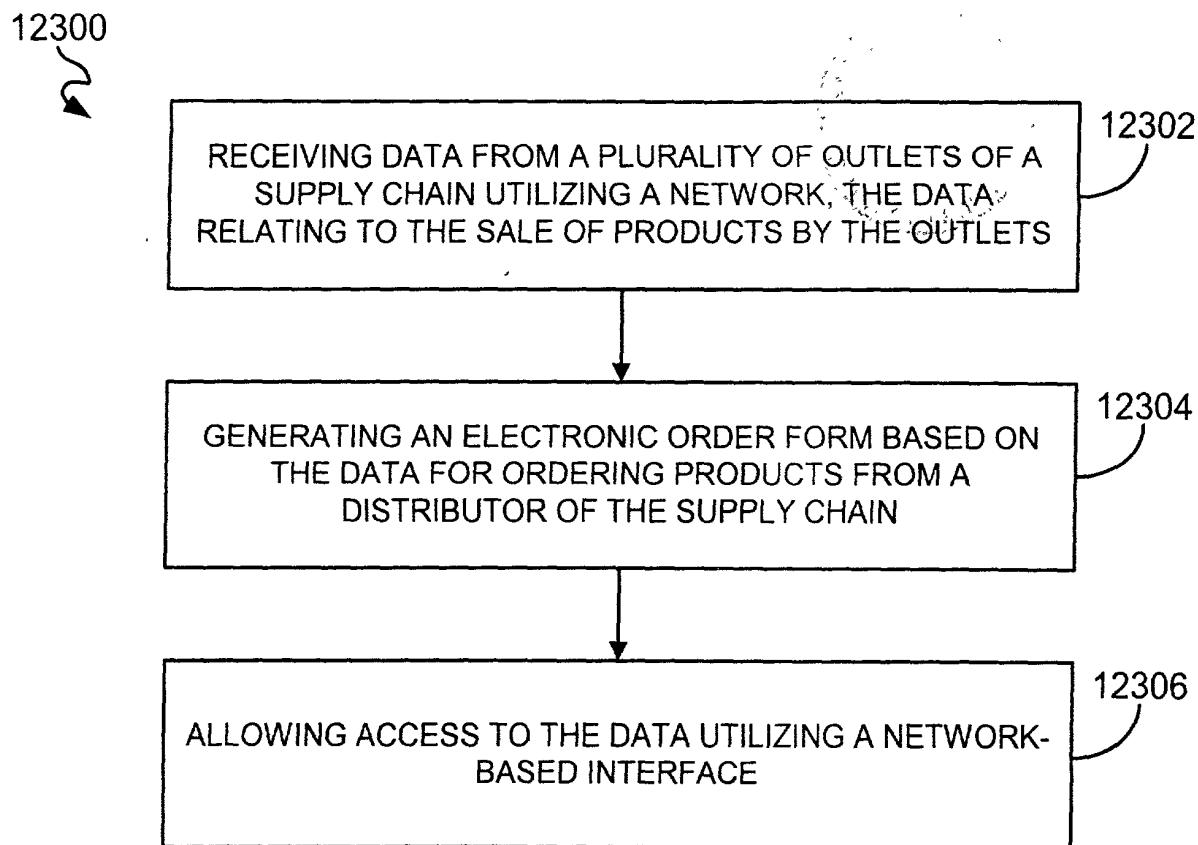
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12204

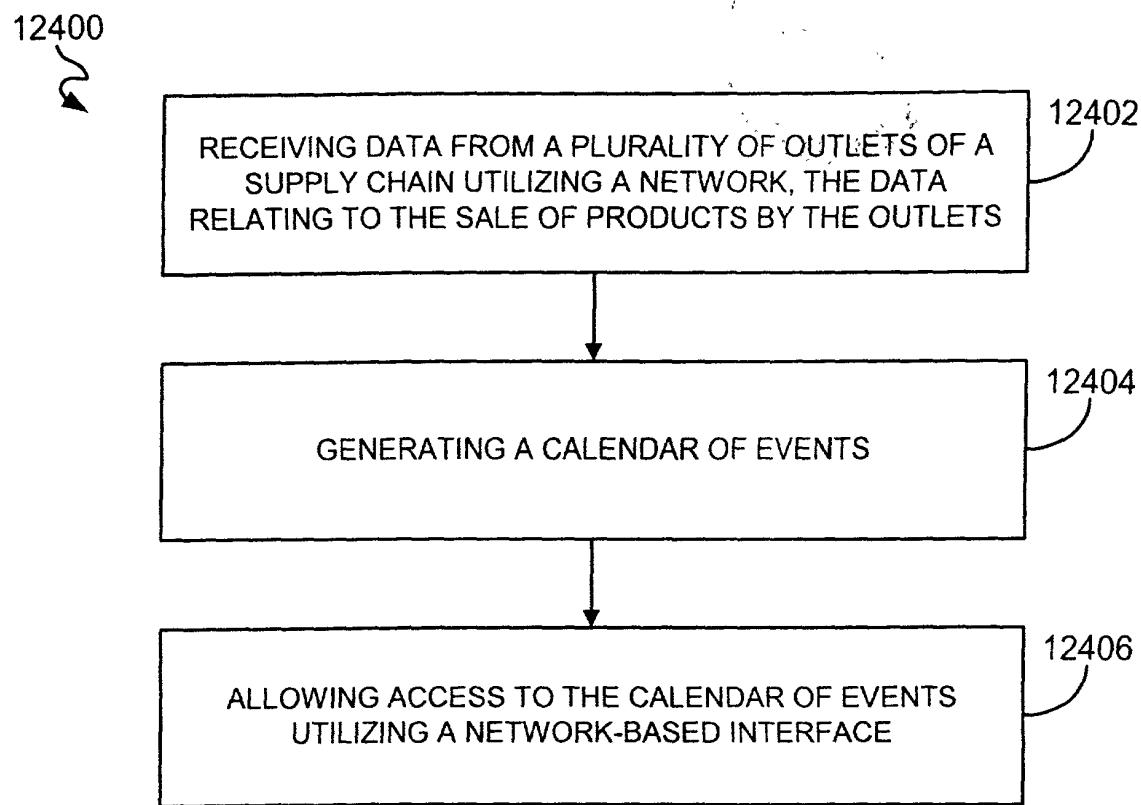
PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12206

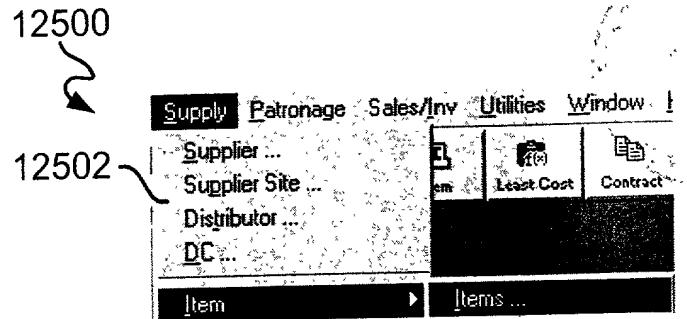
**FIG. 122**



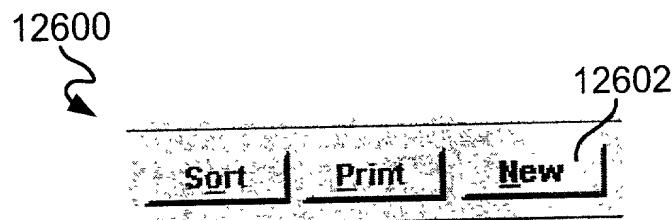
**FIG. 123**



**FIG. 124**



**FIG. 125**



**FIG. 126**

A screenshot of a software application window showing a form with several input fields:

<b>Item Desc:</b>	<input type="text"/>
<b>Item Number:</b>	<input type="text"/>
<b>Product Cat Code:</b>	<input type="text"/>
<b>Status Code:</b>	Active
<b>Item Rank:</b>	<input type="text"/>

Two numbers are annotated with arrows: 12700 points to the 'Item Desc:' field, and 12702 points to the 'Status Code:' field.

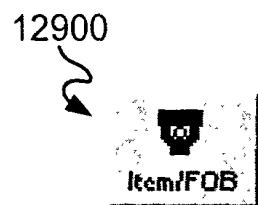
**FIG. 127**

12800

### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**



**FIG. 129**

13000

**Supplier Item Desc:**

**Current:**  Yes  No

**Items per Case:**

**Innerpack Contents:**

**Item Size:**

**Case Length:**

**Case Width:**

**Case Depth:**

**Case Dimension U/M:** INCH(S)

**Item Cube:**

**Item Shelf Life:**

**Item No:**

**Tie Qty:**

**High Qty:**

**Cases Per Pallet:**

**Stacking Allowed:**

**Universal Product Code:**

**Cases Per Truckload:**

**Net Weight:**

**Gross Weight:**

**Weight U/M:**

**BarCode:**

**White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier**

**FIG. 130**

13100

**Site Information**      **Site Id:** 17355      **Site Role:** *FOB Shipping Point*

**Site Name:**  TYSON FOODS - NEW HOLLAND, PA

13102

**FIG. 131**

13200

**Site Information**      **Site Id:** 16      **FOB Shipping Point**

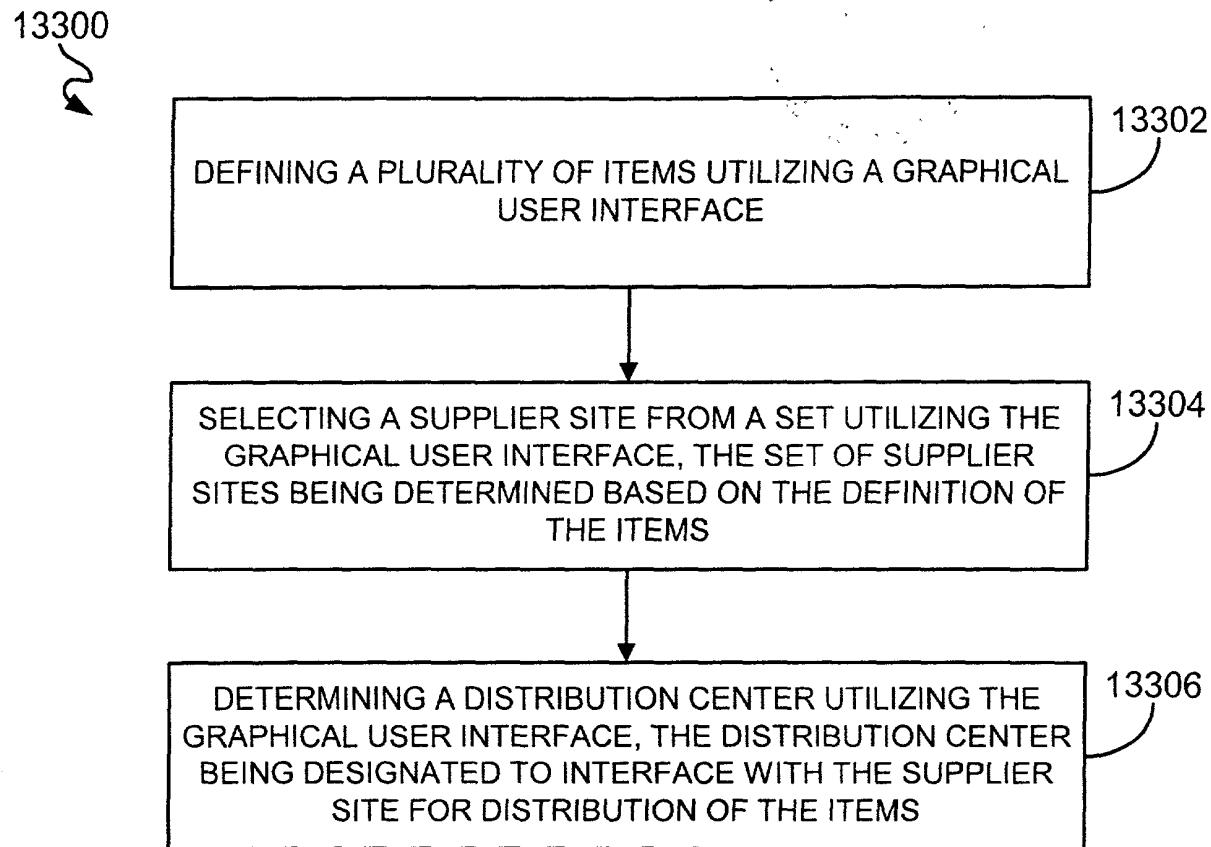
**Name:**  AMERISERVE-FARMINGDALE, NY

**Status:**  Active

**Railroad Name:**

**Rail Sidings:**

**FIG. 132**



**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

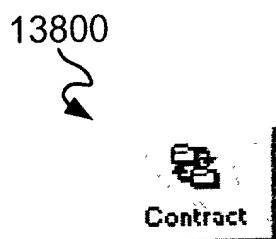
Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	51	TL

**FIG. 137**



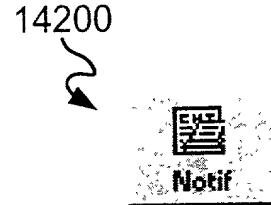
**FIG. 138**

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

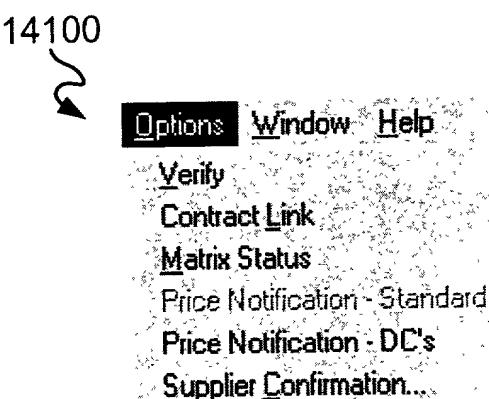
**FIG. 139**

Carrier	Stated Vol
Truck	83,600
Truck	215,040

**FIG. 140**



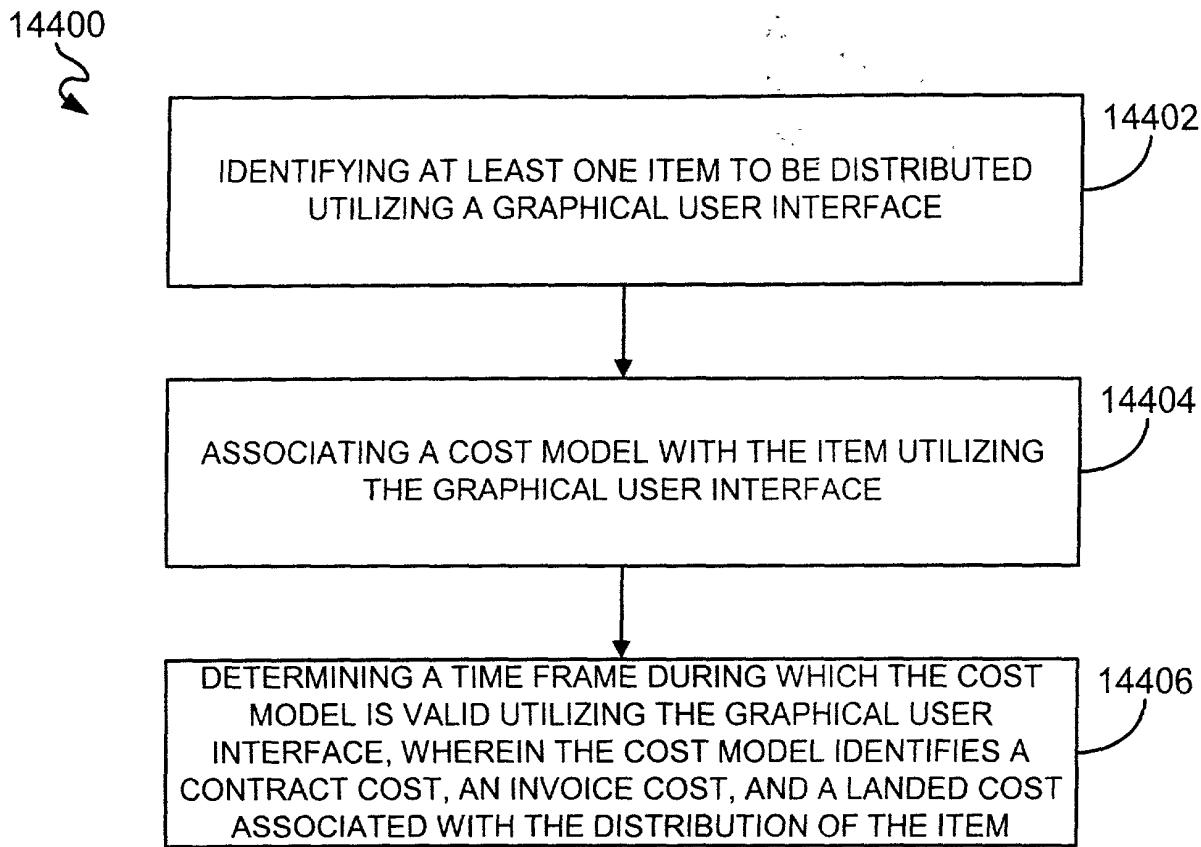
**FIG. 142**



**FIG. 141**

Cost	►	Edit / View ...	F3
Commodities	►	New (using previous matrix) ...	F4
Vendor Rating	►	New (build matrix) ...	F5
Contact Management	►	Multi Item Price Notification ...	

**FIG. 143**



**FIG. 144**



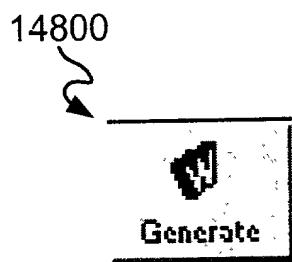
**FIG. 145**

A screenshot of a software application window. At the top, there is a "Contract ID" field containing "673 - TYSON FOODS". Below it are two dropdown menus: "Initial Buyer Name" set to "Jamie Hersh" and "Current Buyer Name" set to "Chris Stanton". Handwritten numbers "14600" and "14700" are written above the "Initial Buyer Name" and "Current Buyer Name" fields respectively, each with a curved arrow pointing to it.

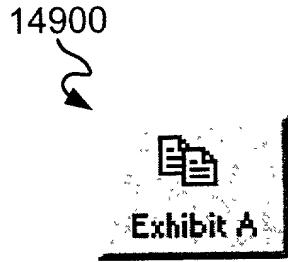
**FIG. 146**

A screenshot of a software application window showing contract details. It includes fields for "Contract Start Date" (05/15/98), "Contract End Date" (12/31/02), "Execution Date" (5/15/98), "Effective" (Shipment Date dropdown), and "Payment Terms" (Net 10 dropdown). Handwritten numbers "14700" and "14800" are written above the "Contract Start Date" and "Contract End Date" fields respectively, each with a curved arrow pointing to it.

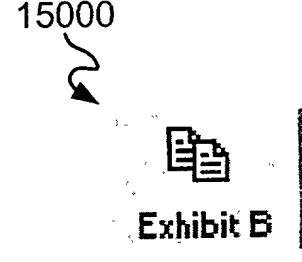
**FIG. 147**



**FIG. 148**



**FIG. 149**



**FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date

FIG. 151

15200

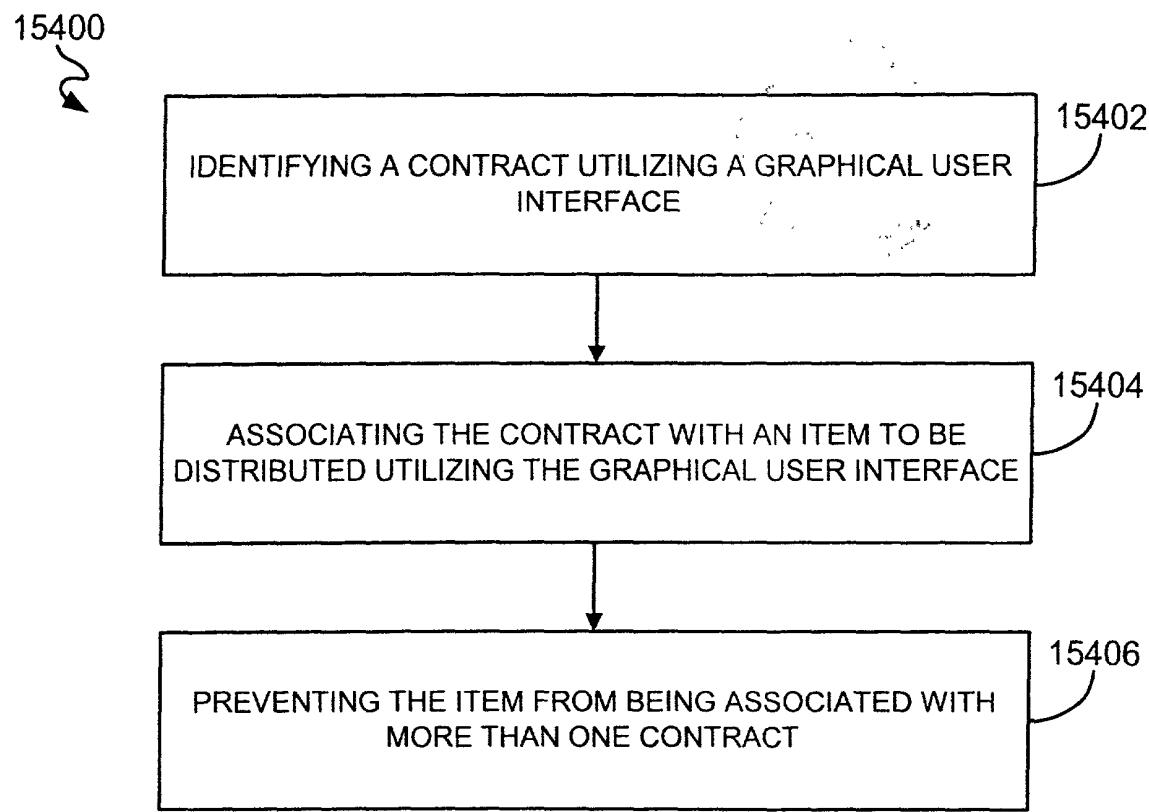


15300

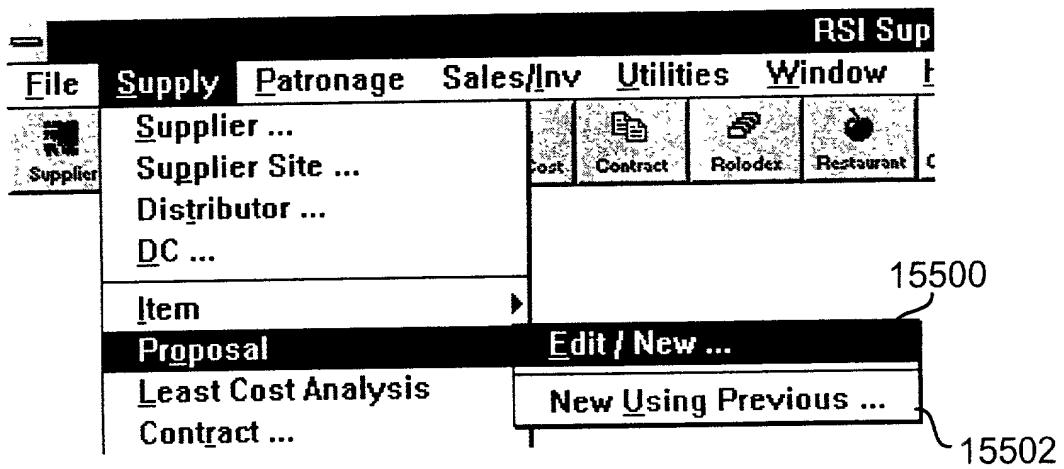


FIG. 153

FIG. 152



**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FDB Price | DC/Rest | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1021

**Proposal Name:** Foam Hot Cups & Polystyrene Lids

**Buyer Name:** Dennis Clabby

**Proposal Due Date:** 06/12/97

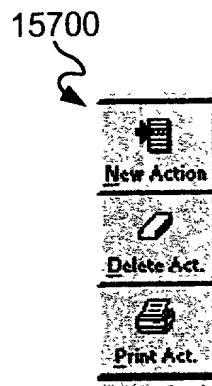
**Contract Begin Date:** 07/01/97

**Contract End Date:** 06/30/98

**Actions**

#	Date	Action Description
1	05/26/97	Sent this bid to Dart and also sent a request for information to WinCup

FIG. 156



**FIG. 157**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

**FIG. 158**

15800

Item Description	
CLIP-HOT 12 OZ (PAPER)	DRY
CLIP-HOT 16 OZ (PAPER)	DRY
CLIP-HOT 8 OZ (PAPER)	DRY

Item Description	
CLIP-HOT 12 OZ (DRY)	
CLIP-HOT 16 OZ (500 CT) (DRY)	
CLIP-HOT 8 OZ (DRY)	
LD-HOT 1216 OZ (DRY)	
LD-HOT 8 OZ (DRY)	

**FIG. 159**

16000

Item Description	
MAYO-BULK	

FOB Price Component	
Mayonaise Components	(None Selected)
Generic FOB Pricing	
Mayonaise Components	

**FIG. 160**

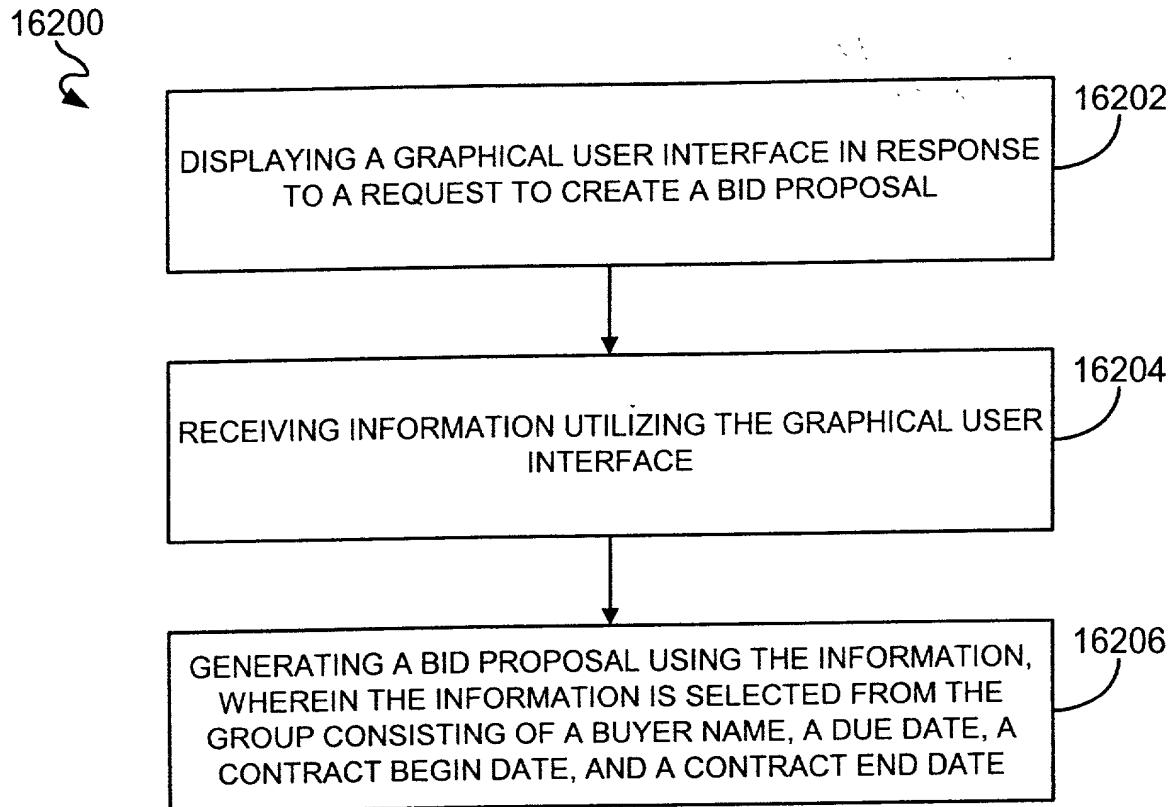
16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161



**FIG. 162**

16300

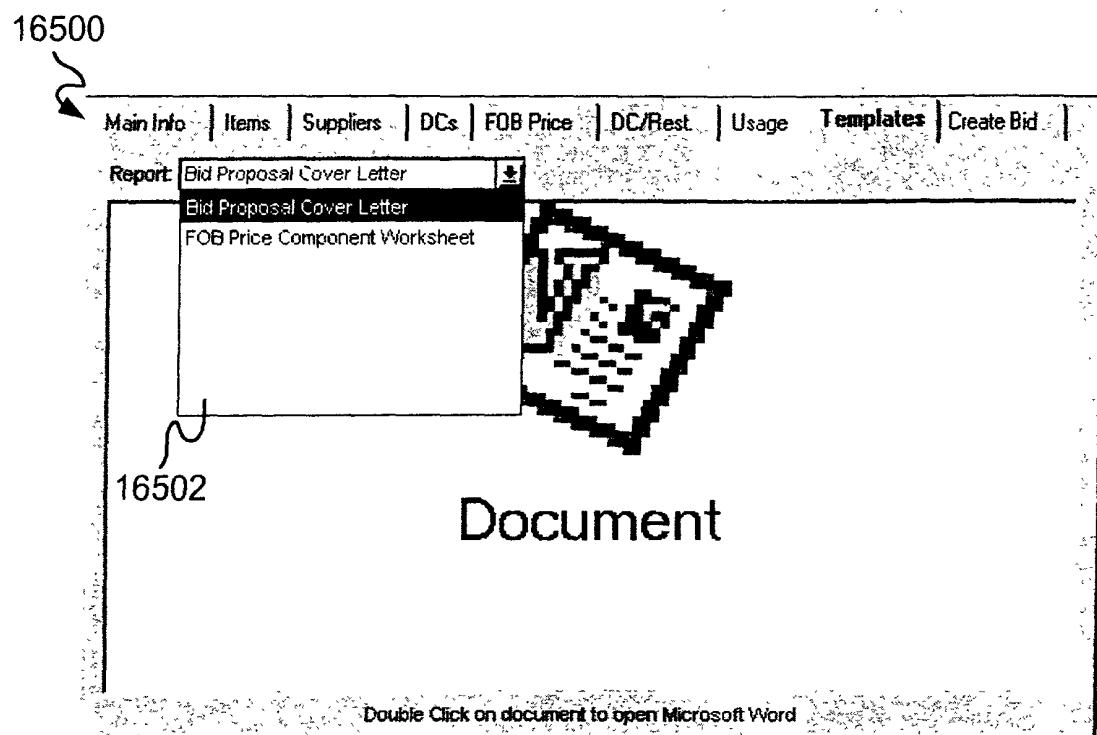
Templates | Create Bid

16400

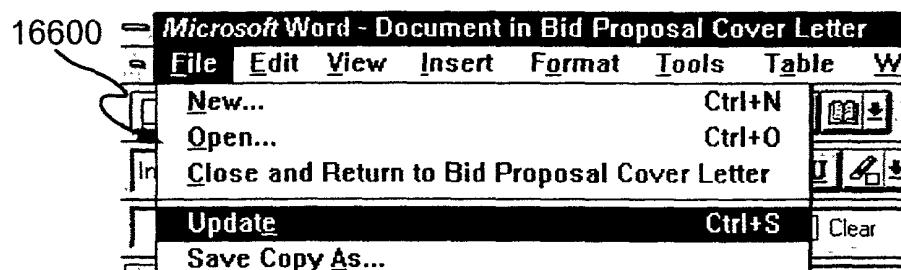
FIG. 163

	Supply	MS	Editable
	Word	Y/N	
Bid Proposal Cover Letter	?	Y	
General Terms and Conditions	?	N	
Usage Estimates	?	N	
Supplier Facility Worksheets	?	N	
Item Information Worksheets	?	N	
Sample Supply Agreement	?	N	
BK Specification Request	?	N	
FOB Price Component	?	Y	
Truckload Freight Worksheet	?	N	
LTL Freight Worksheet	?	N	

FIG. 164



**FIG. 165**



**FIG. 166**

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid | Bid Proposal Sent |

**Bid Proposal Will Include Checked Documents**

<b>General</b>	<b>Cost</b>
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/> FOB Price Component Worksheet
<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/> Truckload Freight Worksheet
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/> LTL Freight Worksheet
<input checked="" type="checkbox"/> Supplier Facility Worksheet	<b>Blank Sheets</b>
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/> Supplier Facility Worksheet
<input checked="" type="checkbox"/> Sample Supply Agreement	<input checked="" type="checkbox"/> Item Information Worksheet
<input checked="" type="checkbox"/> BK Specification Request	<input checked="" type="checkbox"/> FOB Price Component Worksheet
<b>LTL Freight Worksheet will be printed by system if necessary</b>	
<b>Truckload Freight Worksheet</b>	
<b>LTL Freight Worksheet</b>	

FIG. 167

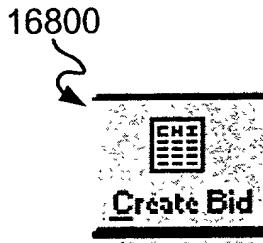


FIG. 168

16900

Report: Item Information Worksheet      Supplier: (all)

7/2/97

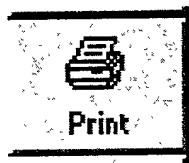
Bid Proposal Cover Letter  
 FOB Price Component Worksheet  
 General Terms & Conditions  
 Item Information Worksheet  
 LTL Freight Worksheet  
 Sample Supply Agreement  
 Supplier Facility Worksheet

**Restaurant Services, Inc.**  
**Item Information Worksheet**

ATTY  
DS

FIG. 169

17000



Print

**FIG. 170**

17100



Print Bid

**FIG. 171**

17200

IDENTIFYING A PROPOSAL UTILIZING A GRAPHICAL USER INTERFACE

17202

INDICATING A PLURALITY OF COMPONENTS OF THE PROPOSAL UTILIZING THE GRAPHICAL USER INTERFACE

17204

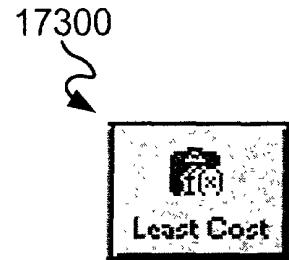
ALLOWING THE SELECTION OF THE COMPONENTS UTILIZING THE GRAPHICAL USER INTERFACE

17206

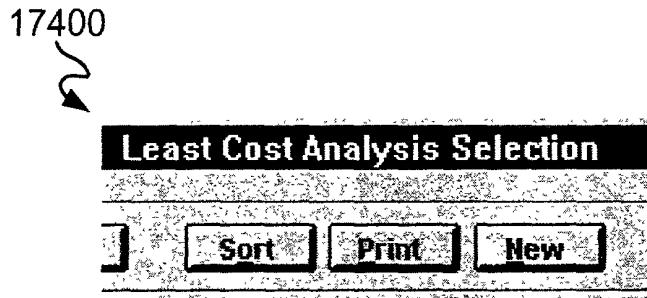
CREATING A PROPOSAL UTILIZING THE SELECTED COMPONENTS

17208

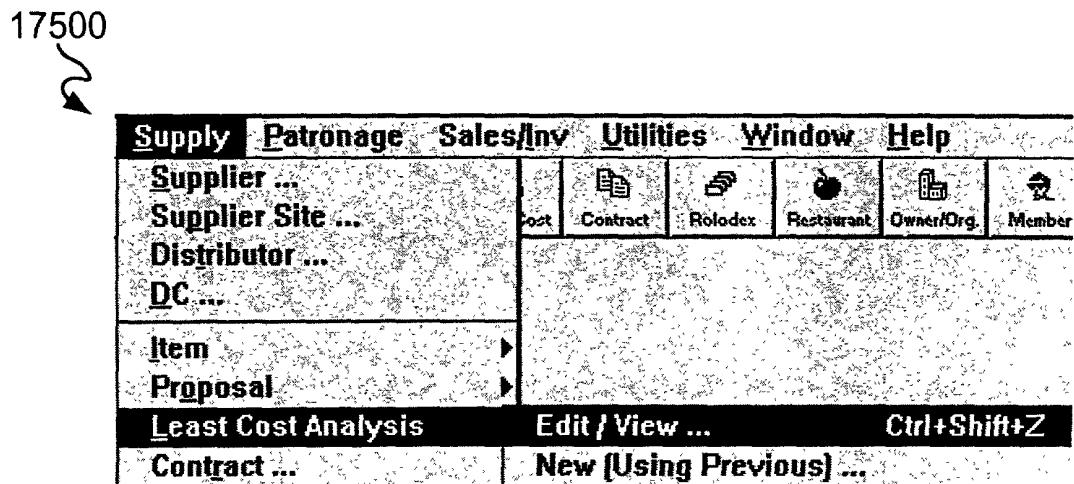
**FIG. 172**



**FIG. 173**



**FIG. 174**



**FIG. 175**

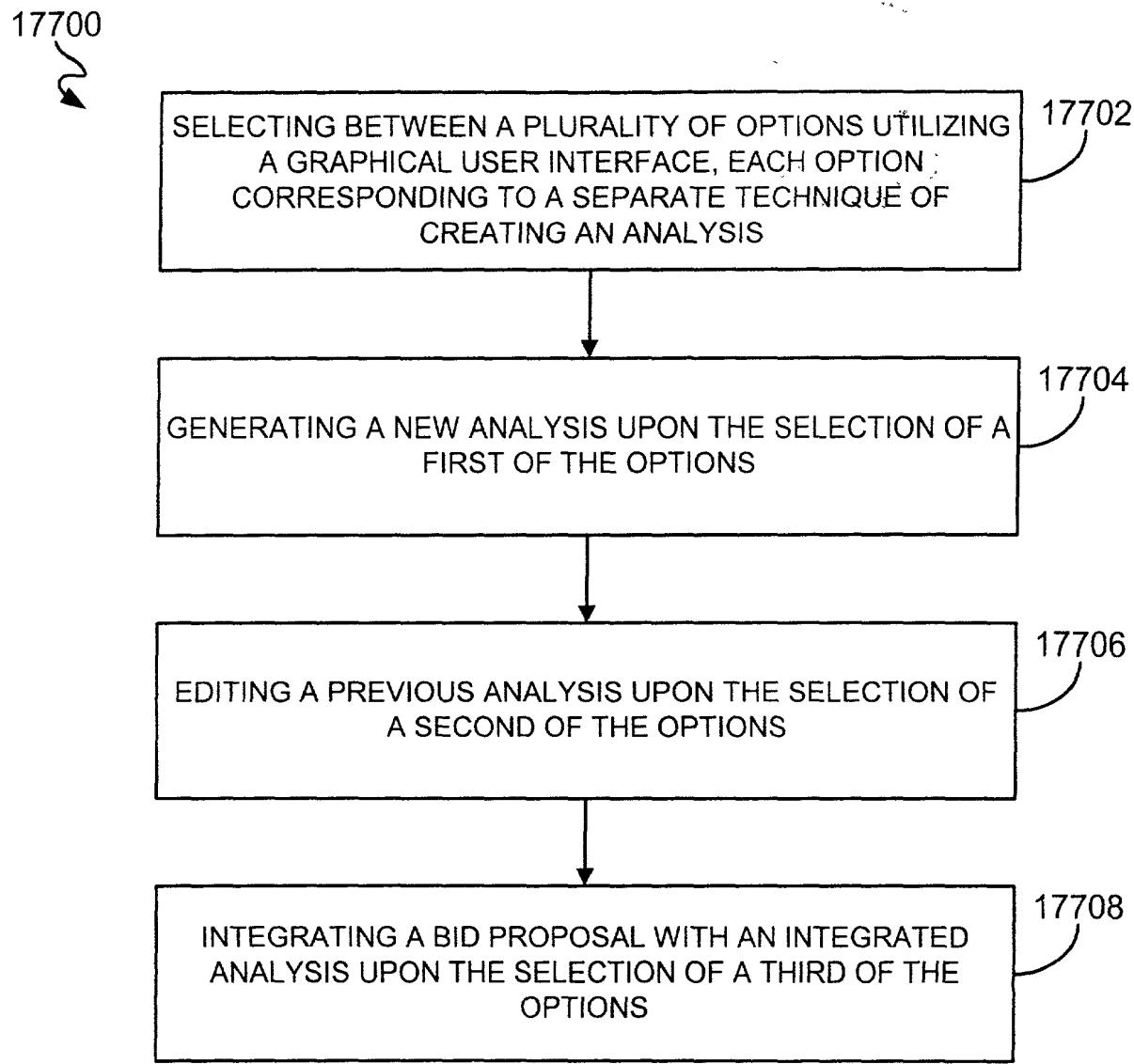
**Bid Proposal Name:** (None) 

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600 

**FIG. 176**



**FIG. 177**

17800

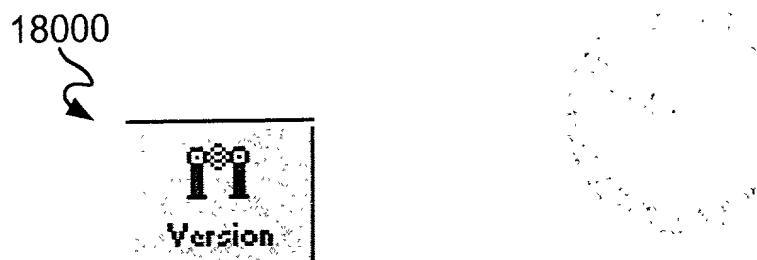
Analysis Name: Hash Brown Actual  
Analysis ID: 1036  
Buyer: Dennis Clabby  
Period of Agreement: 10/1/97 THRU 9/30/98  
Unit Of Measure: CASE(S)

FIG. 178

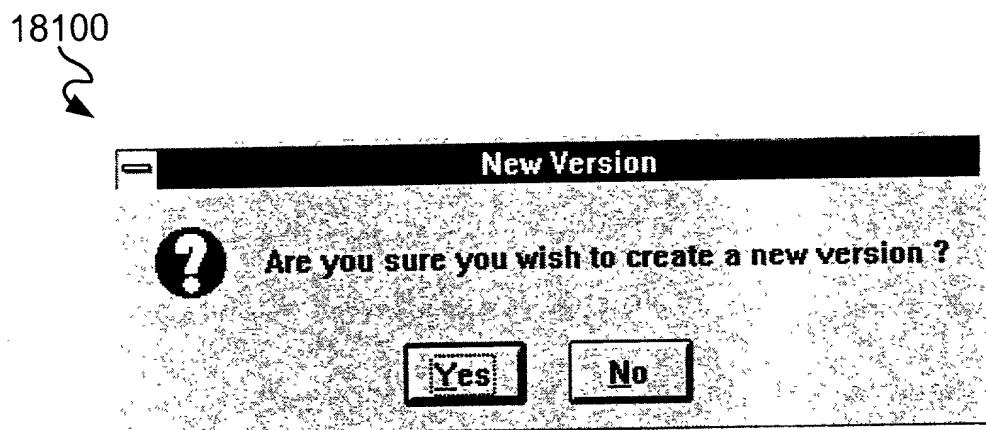
17900

Version (1) of (9) Base version  
What is the max # of FOB points to allocate to each DC ? One FOB  
What is pricing method for this version ? FOB + Freight  
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000  
Override RDC Truckload Validation? No  
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179



**FIG. 180**



**FIG. 181**

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

**FIG. 182**

18300

18300

Search    Query    Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

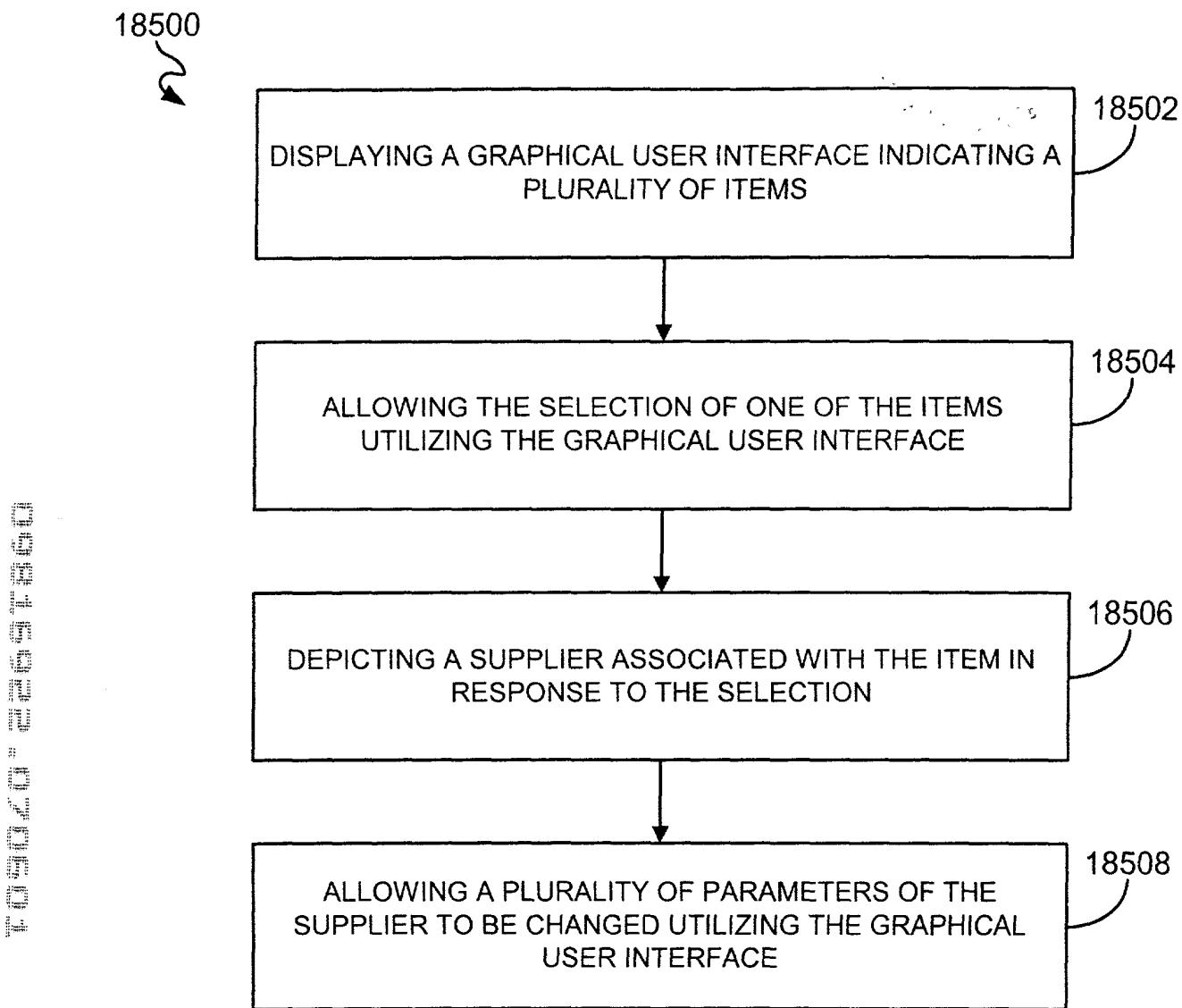
**FIG. 183**

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

**FIG. 184**



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	Case Cube: 3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M INCHES)		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="checkbox"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

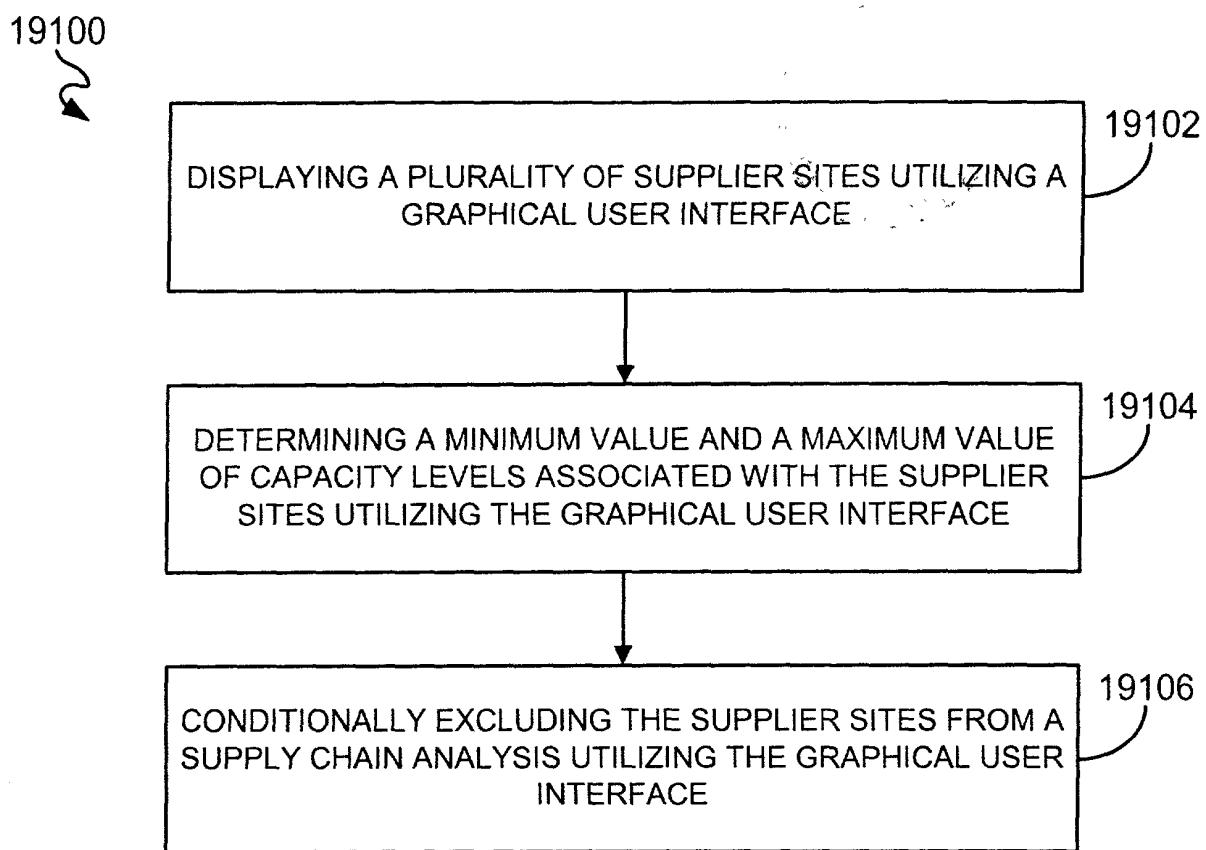


Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="checkbox"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input type="checkbox"/> Yes <input checked="" type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="checkbox"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS,LTD-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="checkbox"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC-OHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190



**FIG. 191**

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

**Supplier**

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

**Supplier FOB**

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

**FIG. 193**

19400

**Supplier**

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

**Supplier FOB**

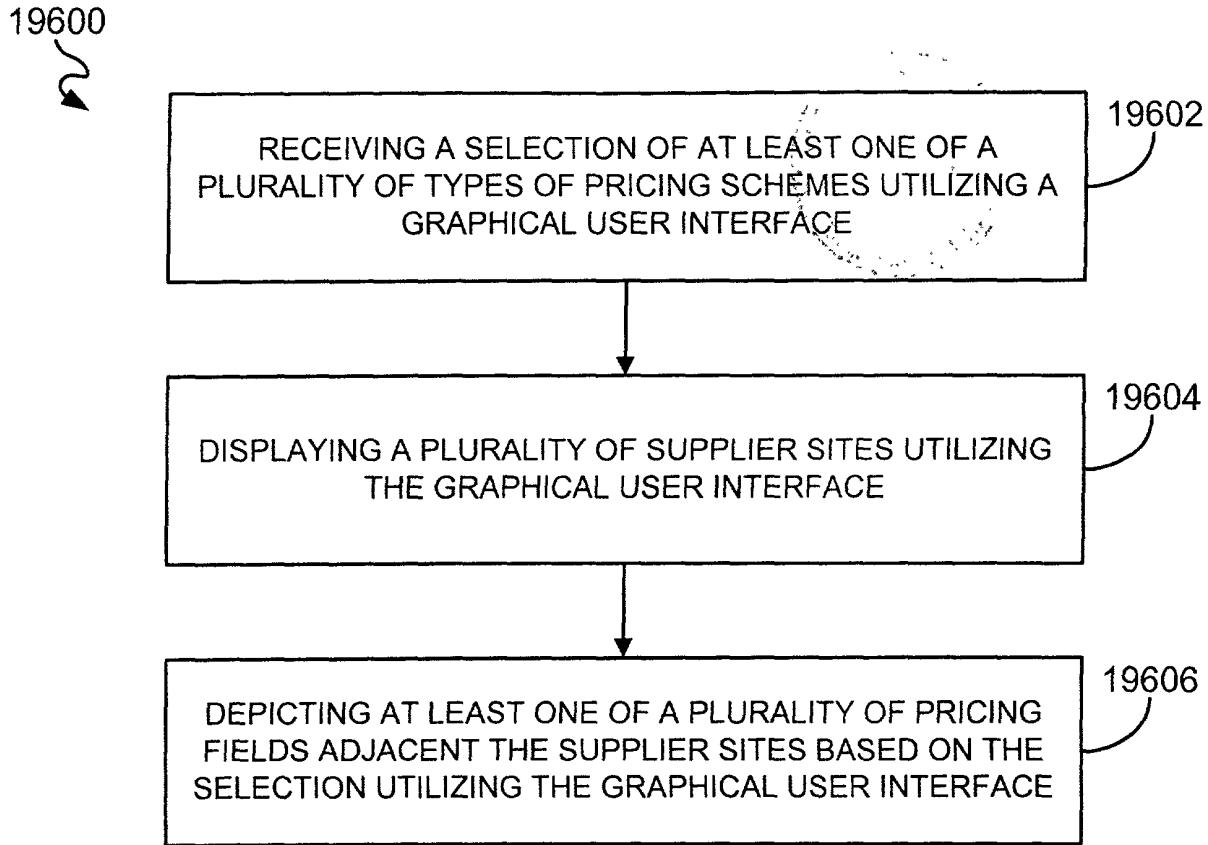
Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 4800	1	

**FIG. 194**

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195



**FIG. 196**

19700

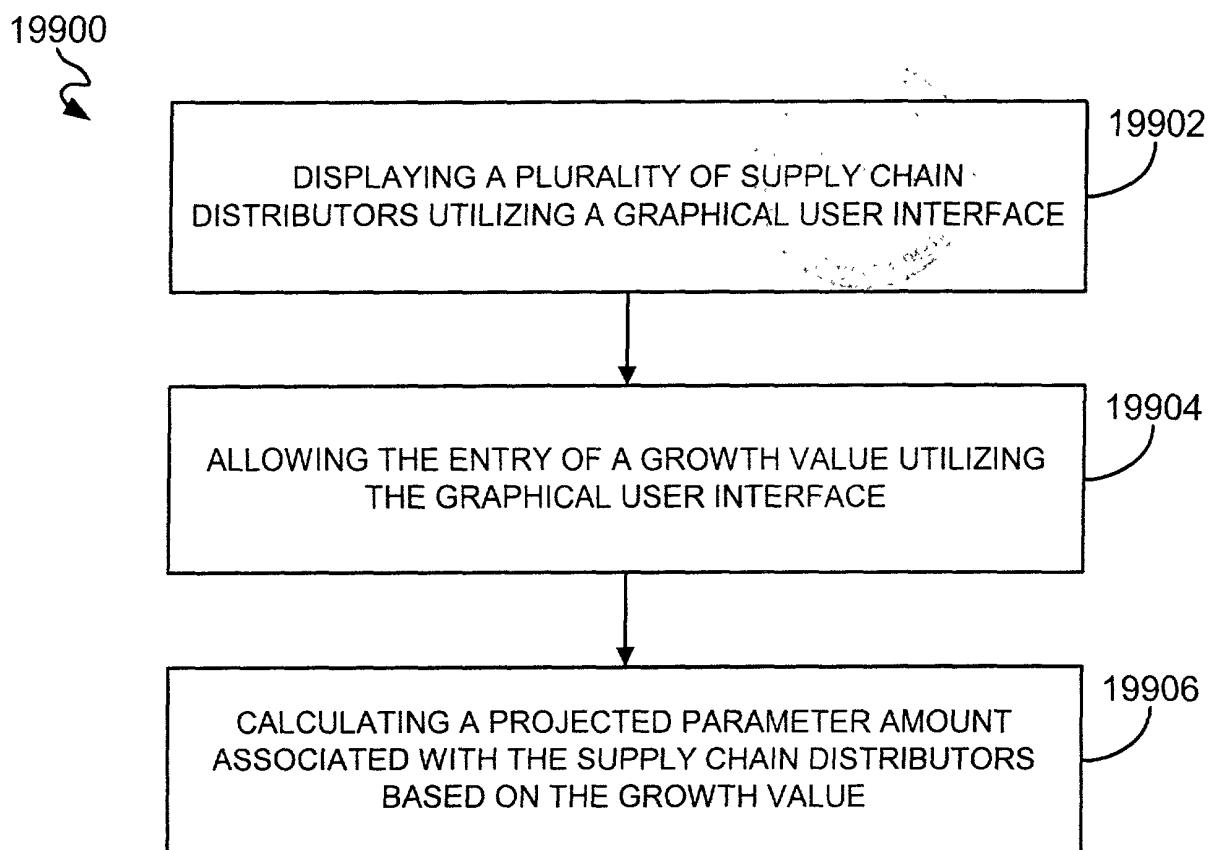
Total Rest. Growth Amount		Usage Period	
5.00%		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period				
CHICKEN-PATTY	0.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAHA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198



**FIG. 199**

20000

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211
<b>Distribution Center</b>	<b>Lane Restriction</b>	<b>Honor TL Rate</b>
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVEPOST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVEPOST-SALT LAKE, UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

**FIG. 200**

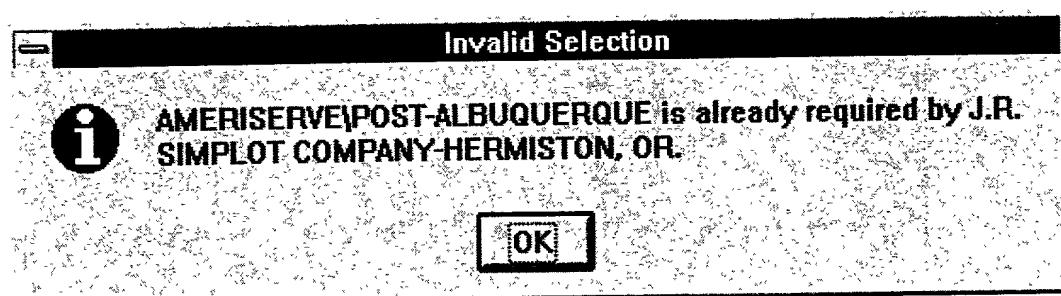
20100

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211
<b>Distribution Center</b>	<b>Lane Restriction</b>	<b>Honor TL Rate</b>
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVEPOST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>

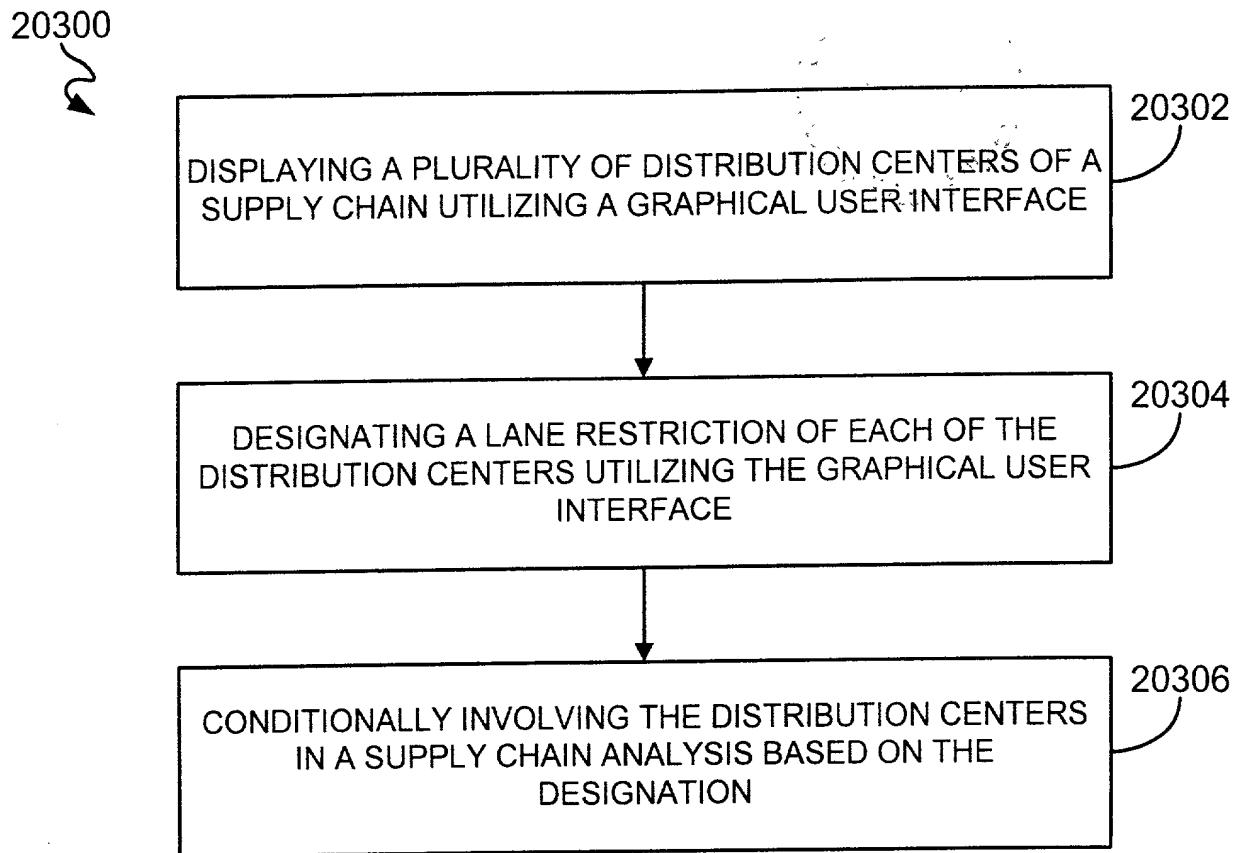
20002

**FIG. 201**

20200



**FIG. 202**



**FIG. 203**

20400

**Supplier FOB**

		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

**Distribution Center**

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE UT	691	

**FIG. 204**

20500

**Supplier FOB**

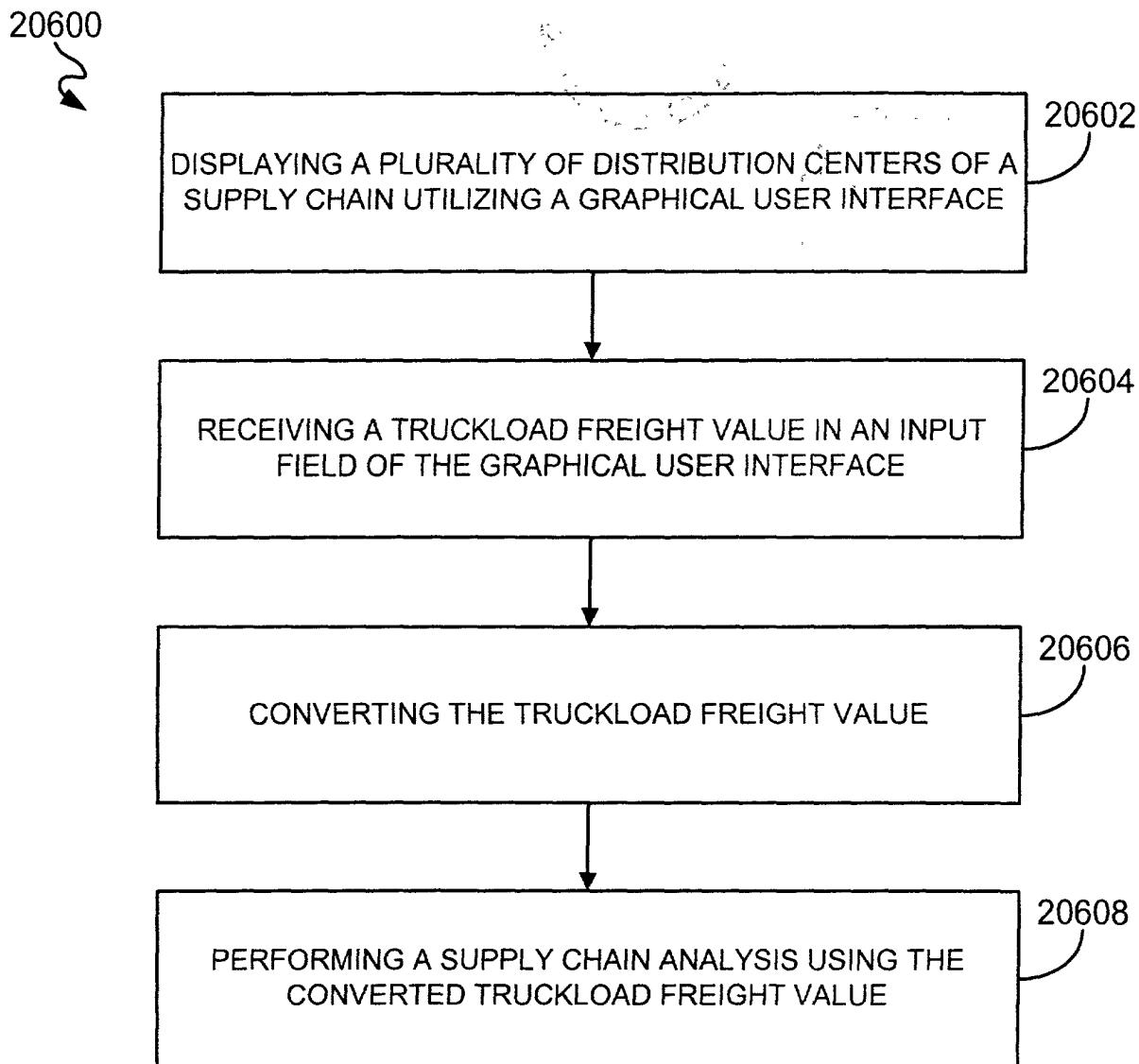
		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FOREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELLVILLE AR	Russellville	AR	72801

**Distribution Center**

Distribution Center	Weight Minimum	LTL	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	+ 20,000 LBS
PS-ATLANTA	5,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

**FIG. 205**



**FIG. 206**

00000000000000000000000000000000

20700

<b>Analysis Region</b>	<b>Force FOB</b>
MCCABE-PORTLAND/RMV-ANCHORAGE	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>Distribution Center Name</b>	<b>Site Role</b>
MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point Corporate & FOB Point

**FIG. 207**

20800

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20802

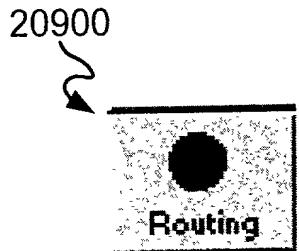
IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED WITH A REGION IN WHICH THE DISTRIBUTION CENTERS RESIDE

20804

FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL USER INTERFACE

20806

**FIG. 208**



**FIG. 209**

21000

**Report Selection**

**Report Type:** Optimal Product Routing

**Report Name:**

- Freight Information Provided
- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

**Report Parameters**

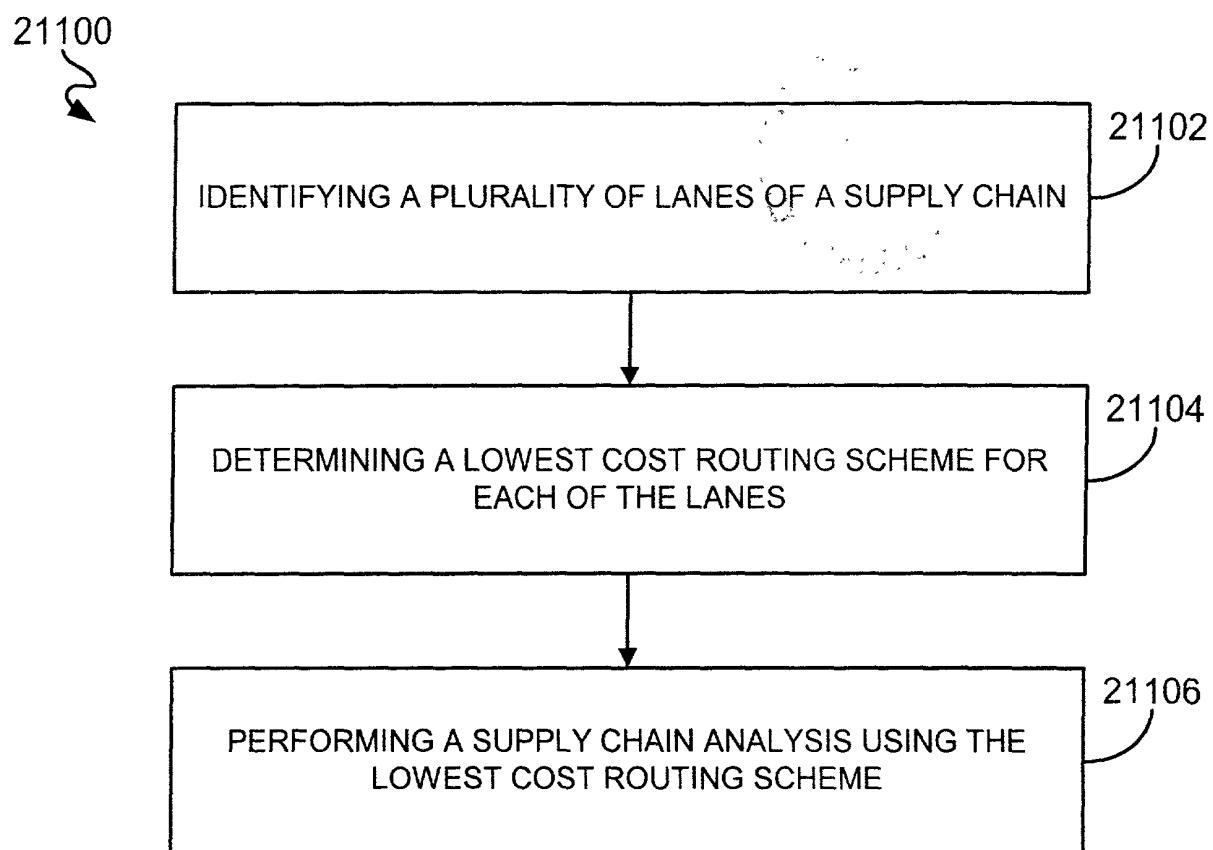
Supplier: (All)

Supplier FOB: (All)

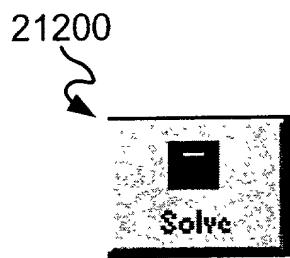
Distribution Center: (All)

Version: Base Version

**FIG. 210**



**FIG. 21**



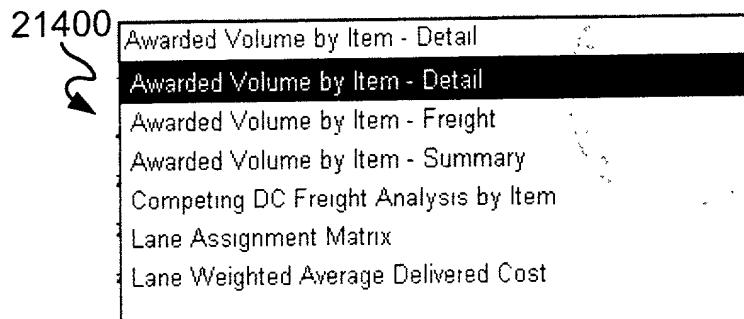
**FIG. 212**

21300

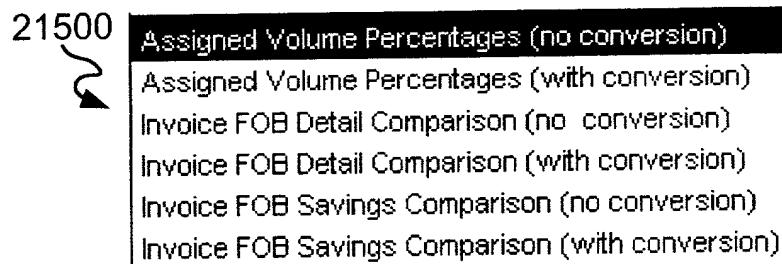
21302

A screenshot of a 'Report Selection' dialog box. On the left, under 'Report Type:', 'Awarded Volume' is selected from a dropdown menu. On the right, under 'Report Name:', 'Awarded Volume by Item - Detail' is entered into a text field. Below these fields is a list of report options: 'Awarded Volume', 'Comparison Reports', 'Cost Matrix Preview', 'Optimal Product Routing', 'Tab Reports', and 'New Capacity & Prices'. Each item in the list has a small icon to its left and a downward-pointing arrow to its right.

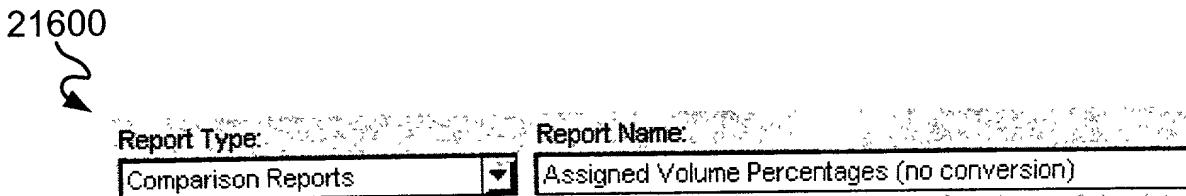
**FIG. 213**



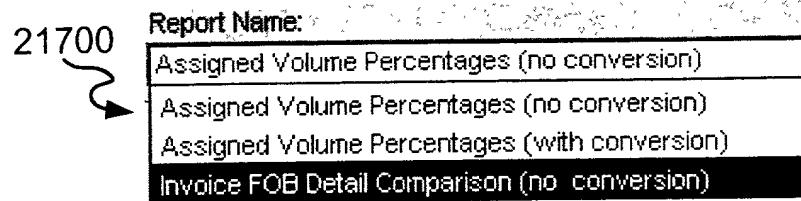
**FIG. 214**



**FIG. 215**



**FIG. 216**



**FIG. 217**

21800

Item: HASH BROWNS(ROUND) ▾

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

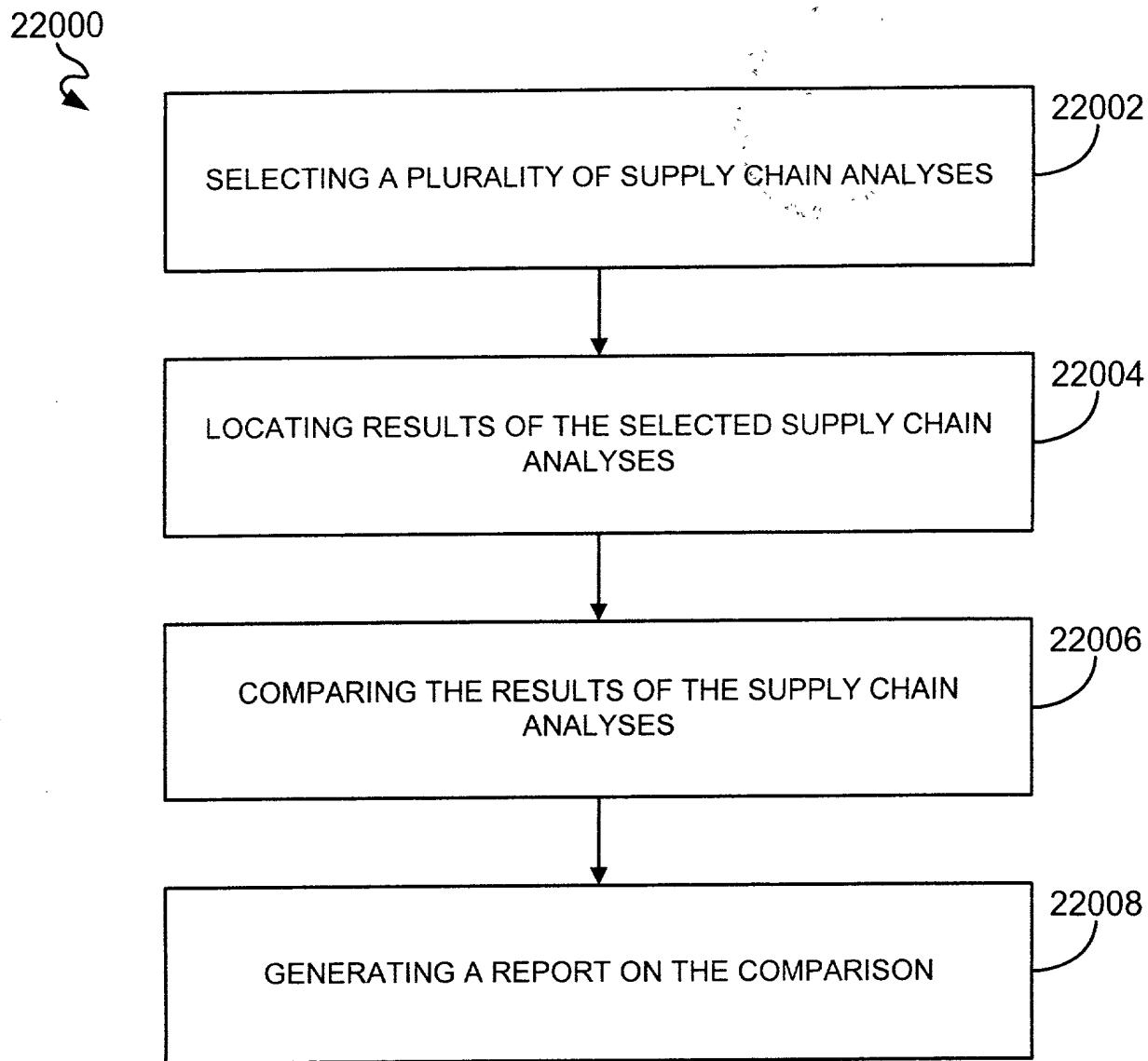
Include Cost Matrices: Yes  No

FIG. 218

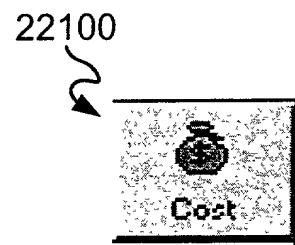
21900



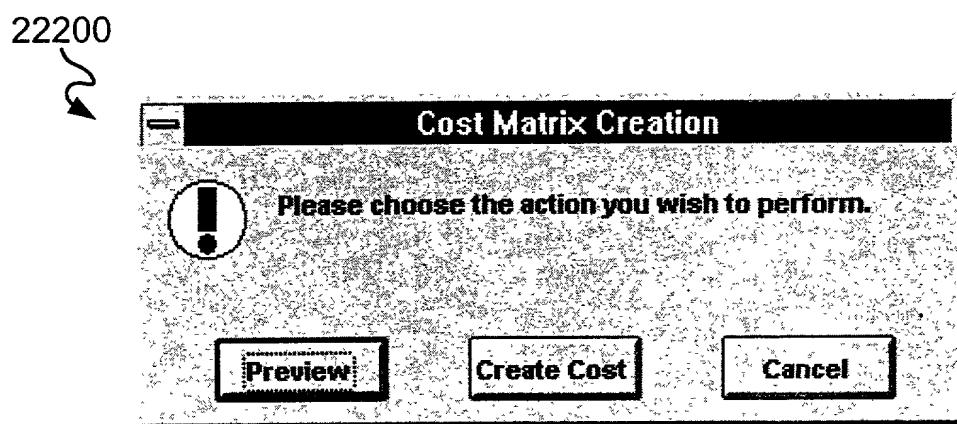
FIG. 219



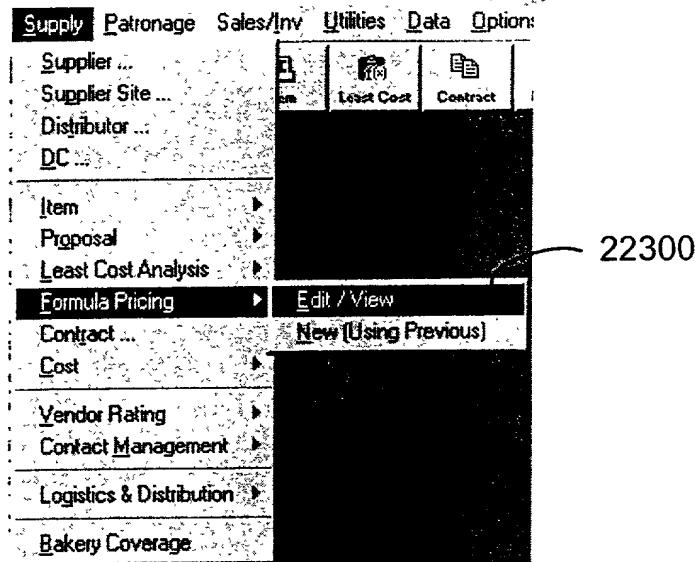
**FIG. 220**



**FIG. 221**



**FIG. 222**



**FIG. 223**

22400

The screenshot shows a dialog box titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The window has tabs at the top: General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The 'Pricing' tab is selected. Inside the dialog, there are several input fields:

- Pricing ID: 12
- Description: Beef Pricing 04/06/01
- Item: BEEF - 77%
- Raw Material Pricing Date: 04/06/01
- From: 03/23/01
- To: 04/03/01
- Cost Matrix Begin Date: 03/15/01
- End Date: 03/28/01
- FOB Adjustment Amount: 0.0000

**FIG. 224**

22500

Date	FRSH	FRZN	IMP AUS	Lean								
	DOM 50%	DOM 65%	DOM 73%	DOM 75%	DOM 85%	DOM 90%	DOM 95%	DOM 98%	DOM 98% LEAN	DOM 98% 30% LEAN	Fine Trtr	Beef
	TRIM	TRIM	TRIM	TRIM	LEAN	LEAN	LEAN BL	LEAN	LEAN VW	LEAN BL		
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9850	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0850	1.1210	0.9572	0.9559	0.8760

FIG. 225

22600

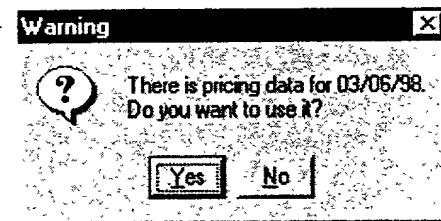


FIG. 226

22700

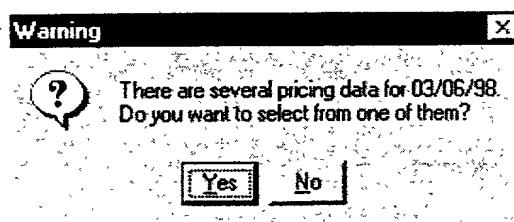


FIG. 227

22800

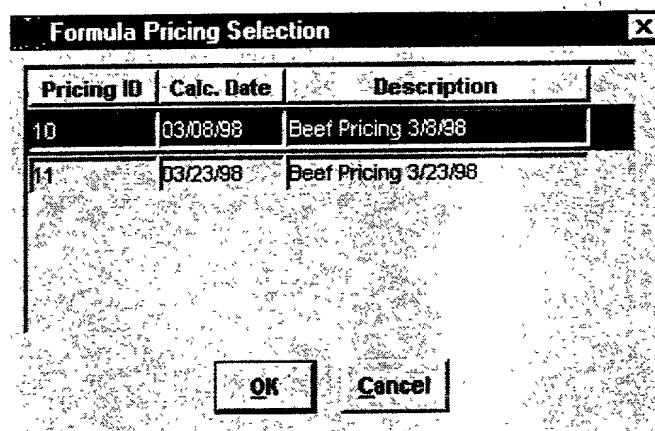


FIG. 228

22900

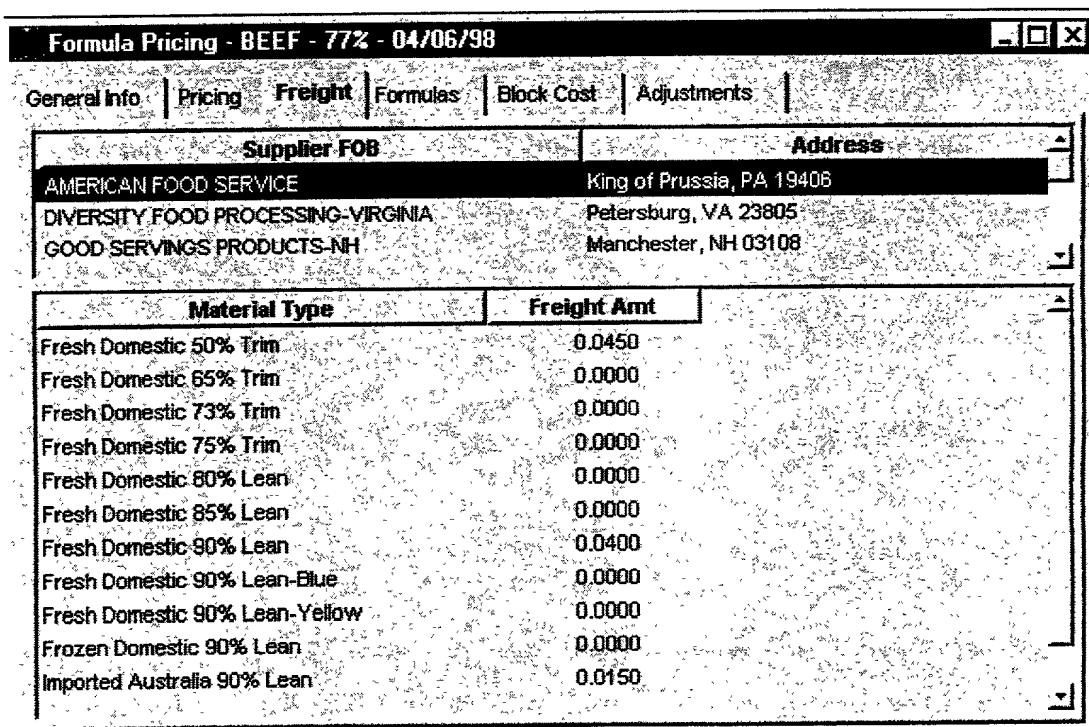


FIG. 229

23000

Formula	FD68TR		FD65TR		FD73TC		FD88LC		FD85LN		FD90LC		IMAU98		LFTB		Total
	Pct.	Cost															
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9849
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9884
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2900	0.2452	0.1000	0.0896	0.9916
WHI-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0988	0.1000	0.0890	1.0010

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formulas	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1267	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

FIG. 232

Printed on 04/06/98 at 10:30 AM

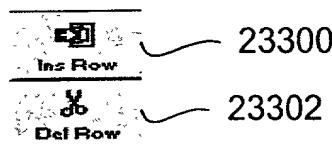


FIG. 233

23400



FIG. 234

23500

: Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

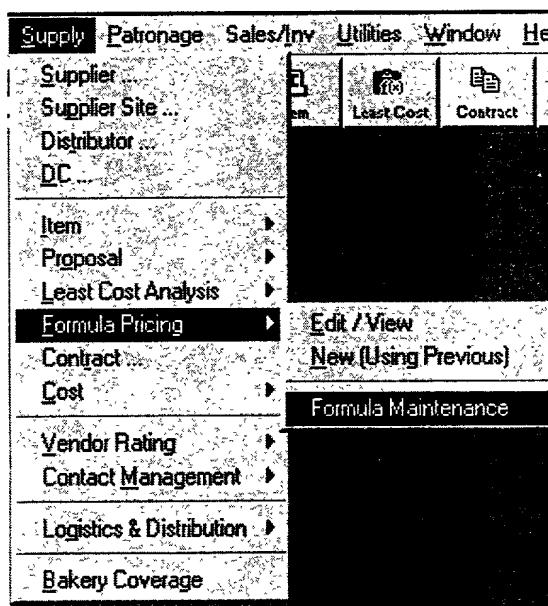
Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

## FIG. 235



23600

## FIG. 236